



October  
2016

www.metroouthchamber.com

**Leading Businesses  
Leading Communities**



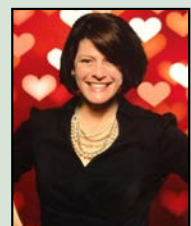
**CHAMBER MISSION**  
To best serve the unique  
interests and needs of  
member businesses and to  
champion the broader  
economic vitality of the  
Metro South region.



JJ's Caffe Featured  
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Perfect Place Ribbon Cutting  
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Lisa Bettencourt  
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## Meet Your Elected and Selected Officials!

Wednesday, October 5 Stonehill College, Donahue Hall

**Legislators to Include:**

**Suzanne Bump**  
Auditor of the  
Commonwealth of  
Massachusetts  
**Michael Brady**  
State Senator  
**Claire Cronin**  
State Representative  
**Gerry Cassidy**  
State Representative  
**William Galvin**  
State Representative  
**Bill Carpenter**  
Mayor of Brockton  
**Louis Kafka**  
State Representative  
**Anne Beauregard**  
City Counselor, Ward 5



**Dottie Fulginiti**  
Selectman, Easton

**Daniel Murphy**  
Town of Easton  
Selectman

**Francis Hegarty**  
Chairman of the  
Board of Selectmen

**Francis T. Crimmins, Jr.**  
Town Administrator, Avon

**Alex Bezanson**  
Board of Selectmen,  
Abington  
**Michael Mullen, Jr.**  
Selectman, Rockland  
**Daniel Salvucci**  
Vice Chairman,  
Whitman  
**Brian Bezanson**  
Selectman, Whitman  
**Scott Lambiase**  
Selectman, Whitman  
**Joseph McDonald, Jr.**  
Plymouth County  
Sheriff  
**Shaynah Barnes**  
Office of  
Congressman  
Stephen Lynch:

You are cordially invited to attend the 27th Annual Legislative Reception, a casual event at which business leaders, elected officials, and candidates for public office can discuss important issues while enjoying complimentary refreshments and hors d'oeuvres.

As a member of the Metro South Chamber, your organization has a vested interest in fostering stronger relationships with local officials. The Metro South Chamber Legislative Reception is an excellent and cost-effective way for you, your key staff, and colleagues to initiate or renew face-to-face contacts at the state, federal, and local level. We encourage you to participate and support the unified voice of the Metro South Chamber of Commerce. Together, we can ensure that government understands and supports the needs and concerns of the business community in our region. This event is \$5 for members and \$15 for future-members. Register online at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar) or contact Athena Lavoie, 508.586.050 x231, [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com).

## 103rd ANNUAL meeting

November 16, 2016

**Wednesday, November 16, 2016**

The Conference Center at Massasoit, Brockton

**ANNUAL MEETING LUNCHEON: 12:00 pm - 1:45 pm**  
**Luncheon Speaker: Steve Greene, Chairman of W.B. Mason**

Steve Greene, chairman of W.B. Mason will be joining us at our upcoming 103rd Annual Meeting on **Wednesday, November 16**. When **Steve Greene** became president in 1979, W.B. Mason was a small company with annual sales of about \$3 million; Greene was eager to build upon his family's legacy. Focusing on personalized customer service, the company's door-to-door sales model revolutionized the industry and catapulted it to \$20 million in sales by 1993 when Greene became chairman of the board.

At the luncheon, there will also be awards, special give-aways, music, and more as we celebrate 103 years of serving the business community. Tickets are \$100 per person and benefit the Metro South Chamber Education Foundation, Business Assistance Center, and Chamber Innovation Fund.



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

The Business-2-Business Expo is a great opportunity to reach five hundred businesspeople throughout the Metro South region. Designed to be a personal table-top expo, presenters will be provided with meaningful opportunities to promote their company to prospect after prospect. It is the right place, the right time, and the right audience. The cost for an Expo table is \$499 for members, \$599 for future-members. Reserve your space now, as tables will run out. The Expo is free to walk the floor.

More information on the Annual Meeting Luncheon, Expo, and sponsorships on page 8

## MA Life Science Center CEO at Breakfast

Moakley Conference Center at  
Good Samaritan Medical Center  
Tuesday, October 18, 2016



The October Good Morning Metro South will feature **MASSACHUSETTS LIFE SCIENCES CENTER** guest speaker **Travis McCready, President & CEO of MA Life Sciences Center**.

Mr. McCready is responsible for leading the ongoing implementation of the \$1 billion MA Life Sciences Initiative, a public-private partnership that has contributed to Massachusetts' emergence as the global leader in life sciences. McCready directs and oversees the Center's investment strategy, along with the agency's operations, programs, and partnerships.

Sponsored by:



Hosted by:



Continued on page 9

## Upcoming Networking Opportunities

- October 27, 5:30 pm - 7:30 pm, Wood Palace Kitchens, Middleboro
- November 3, 4:30 pm - 7:00 pm, Enterprise Center, Brockton
- December 15, 5:00 pm - 7:00 pm, Randolph Savings Bank, Randolph



Continued on page 2

## Free Certification for Small Businesses

*Tuesday, October 11 | 10:00 am - 12:00 pm*

In partnership with the MA Supplier Diversity Office (SDO) and sponsor Crescent Credit Union, the Metro South Chamber will offer a business workshop at Crescent Credit Union's Learning Center, 115 Commercial Street in Brockton. Visit [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar) to register.

### SDO Pre-Certification Workshop

Are you interested in learning how to apply for SDO certification? This workshop is for you. To apply for certification as a Minority (MBE), Woman (WBE), and/or Disadvantaged Business Enterprise, attending this pre-certification seminar is required. Learn about the certification process. By attending, you will:

- Become more marketable for government entities
- Learn about new government bidding opportunities
- Create business to business (B2B) partnerships



Attendees at last month's workshop, Connecting Your Business to the Commonwealth, held at Crescent Credit Union

## Investing 101 - Member Led Workshop

*Wednesday, October 12 | 12:00 pm - 1:30 pm*



Join us on **Wednesday, October 12, 12:00 pm** at the Metro South Chamber of Commerce, 60 School St., Brockton for a light lunch and member-led workshop all about investing! Member Laura Bradeen of Primerica is



**PRIMERICA**

teaching Investing 101, a free seminar that will cover the following topics:

- How Money Works - Basic Financial Principles
- The Rule of 72 - How Compound Interest Works
- The 3 D's of Investing - Discipline, Dollar Cost Averaging & Diversifying
- What is a Mutual Fund?
- Retirement Products

For information and registration, please email Laura at [JUWC5@primerica.com](mailto:JUWC5@primerica.com). Please include your full name and phone number in your message.

## Driving Your Top and Bottom Lines Workshop

*Thursday, October 13 | 12:00 pm - 1:30 pm*

This presentation, titled "The Link Between Optimizing Your Company's Value Proposition and Driving Your Top and Bottom Lines," will detail business design options that will offer cost-effective actions internally and externally to improve current financial and market positions. From better designing the customer experience, to improving cross functional teamwork, to increasing corporate efficiency, techniques will be presented in a straightforward manner.

This presentation will feature Larry Girouard, president of the Business Avionix Company, and will be held at the Chamber Office, 60 School Street, Brockton in the first floor conference room.

You may register at [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration) or by e-mailing Athena Lavoie at [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com).



Larry Girouard

## Shop Smart and Save Big With SHOP.com

*Wednesday, November 9 | 12:00 pm - 1:00 pm*

Join us on **Wednesday, November 9th at 12:00 pm** for a complimentary workshop with a light lunch while you learn! Monica Whitaker will show attendees how to benefit and save money on all shopping categories and learn how to shop smart and save big with Shop.com.

Please pre-register at [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration) or by e-mailing Athena Lavoie at [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com).

## Business After Hours at Wood Palace Kitchens

*Thursday, October 27, 5:30 pm - 7:30 pm*



Wood Palace Kitchens, Inc. will hold a Chamber Business After Hours networking event on **Thursday, October 27, from 5:30 pm - 7:30 pm, at 7 Mill Street in Middleboro.**

Wood Palace Kitchens began operations in the summer of 1979 in the humble surroundings of owner Tim Holick's garage. Today the company employs the brightest and most talented Salespeople and Certified Kitchen Designers, teams of seasoned and accomplished installers that are

widely appreciated by customers and a staff of support personnel that make it easy for everyone to work with Wood Palace Kitchens. The company has implemented an exhaustive 4 point quality control system and holds all vendors to the strictest standards of performance. Learn more by visiting [woodpalacekitchens.com](http://woodpalacekitchens.com).

This event will include networking, catering by Chef Michael Morway of Craftship Catering, raffles, and more. Admission is free, but pre-registration is required. You can register online at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar), or contact Athena Lavoie at (508) 586-0500 x 231 or [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com).

## Business After Hours at the Enterprise Center

*Thursday, November 3 | 4:30 pm - 7:00 pm*

Trinity Financial, Inc. will hold a Chamber Business After Hours networking event on **Thursday, November 3, from 4:30 pm - 7:00 pm, at the Enterprise Center, 62 Main Street in Downtown Brockton.**

Trinity Financial, Inc. invigorated downtown Brockton with its new Enterprise Center. The first phase of the Enterprise Center consists of 113 units of housing in a newly constructed building along Centre Street. In addition to the housing units there

is available retail/commercial areas, artist galleries, residential amenity availability, green space and parking.

This event will include networking, food, raffles and more. It is complimentary to attend, but pre-registration is required. You can register online at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar) or contact Athena Lavoie at (508) 586-0500 x 231, [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com).

**TRINITY  
MANAGEMENT**

*Enhancing Communities,  
Changing Lives*

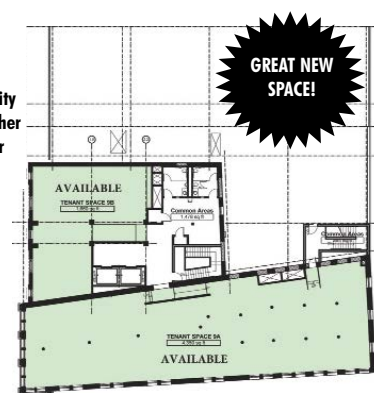
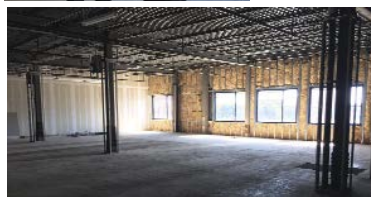
## Enterprise Center Commercial Space Available

Office space, retail and restaurant space is available for lease at the new Enterprise Center in Brockton! Trinity Management recently renovated the former Enterprise building in downtown Brockton, turning it into the Enso Flats and Centre 50, apartments, artist live/work space and an art gallery. There is still 52,000 square feet set aside for retail/commercial space.

Four floors of space are available for offices, retail and restaurant space. If you are interested in occupying a portion of this space and being a part of the exciting transformation of the downtown Brockton area, or for more information, please contact Jonathan Brahmmer at Trinity Financial, (617) 720-8400, or email [jbrahmmer@trinityfinancial.com](mailto:jbrahmmer@trinityfinancial.com).



Left: Jonathan Brahmmer, Vice President, Asset Management, Trinity Financial; Christopher Cooney, Chamber President & CEO



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

Chair of the Board  
**Susan Joss**  
*Brockton Neighborhood Health Center*

President and CEO  
**Christopher Cooney**  
*Metro South Chamber of Commerce*

Chair-Elect  
**Gerard Nadeau**  
*Rockland Trust Company*

Treasurer  
**Gregory Hart, CPA**  
*Cohn Reznick*

Vice Chair Economic Development  
**Pat Ciaranella**  
*Old Colony Planning Council*

Vice Chair Government Affairs  
**Ray Ledoux**  
*Brockton Area Transit Authority*

Vice Chair Membership Development  
**Friend Weiler**  
*Consultant*

Immediate Past Chair  
**William Morse**  
*Mutual Bank*

**CHAMBER STAFF**

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

**Athena Lavoie**  
Director of Programs & Events x 231

**Kelsey Lynch**  
Communications Coordinator x 222

**Doris Flechia**  
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

**Fred Clark** - Bridgewater State University

**Peter Dello Russo** - Bridgewater Savings Bank

**Francis Dillon** - Stonehill College

**Kim Hollon** - Signature Healthcare

**Richard Hynes** - Barbour Corporation

**John Jurczyk** - Good Samaritan Medical Center

**Mahsa Khanbabai** -  
Khanbabai Immigration Law

**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 Usovitz** - Verizon

**Peter Vlaco** - Brophy & Philips Company, Inc.

**Dr. Charles Wall** -  
Massasoit Community College

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

**Alison van Dam, IOM**  
VP of Business Development/Operations x 225

**Marissa Recor**  
Finance x 230

**Klete Squires**  
Membership Director x 229



**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.

**Metro South Chamber of Commerce**  
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**Photography by: Rich Morgan \* www.richmorganphotography.com**

**ACTION Report Volume 16 - Issue 9**  
(USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087.  
Periodical Postage Paid at Brockton, MA.  
POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087

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

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

## Networking at Events

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

## OCTOBER Calendar

**5** **27th Annual Legislative Reception** 5:00 pm  
*Donahue Hall at Stonehill College, Easton*

**10** **Columbus Day- Chamber Clsoed**

**11** **SDO Pre-Certification Workshop** 10:00 am  
*Crescent Credit Union, 115 Commercial Street, Brockton*

**11** **Executive Committee Meeting** 3:00 pm

**12** **Ambassador Meeting** 8:00 am

**12** **Investing 101 Workshop** 12:00 pm

**13** **Driving Your Top and Bottom Lines Workshop** 12:00 pm

**18** **Good Morning Metro South** 7:30 am  
*Moakley Conference Center, 235 North Pearl Street, Brockton*

**26** **Board of Directors Meeting** 12:00 pm

**27** **Business After Hours** 5:30 pm  
*Wood Palace Kitchens, 7 Mill Street, Middleboro*

### Coming Up November

**2** **Ambassador Meeting** 8:00 am

**3** **Business After Hours** 4:30 pm  
*Enterprise Center, 62 Main Street, Brockton*

**9** **SHOP.com Workshop** 12:00 pm

**11** **Veteran's Day**

**16** **103rd Annual Meeting & Expo**  
*Conference Center at Massasoit, 770 Crescent St, Brockton*  
**Expo Begins** 10:30 am  
**Annual Meeting Luncheon** 12:00 pm  
**Expo Ends** 3:00 pm

**24** **Thanksgiving - Chamber Closed**

**26** **Brockton Holiday Parade** 1:00 pm

### Save the Date December

**7** **Ambassador Meeting** 8:00 am

**11** **Government Affairs Meeting** 12:00 pm

**13** **Executive Committee Meeting** 3:00 pm

**14** **Good Morning Metro South** 7:30 am  
*Concord Foods, 10 Minuteman Way, Brockton*

**15** **Business After Hours** 5:00 pm  
*Randolph Savings Bank, 129 North Main Street, Randolph*

**21** **Board of Directors Meeting** 12:00 pm

**26** **Christmas Day Observed- Chamber Closed**

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:



## Towerfest at D.W. Field Park

Save the date, because Towerfest is on the way! On Saturday, October 8, visit D.W. Field Park for a celebration including free pony rides, creature teachers, a children's storyteller, a balloon man, a presentation of New England Reptiles and Raptors, food and face painting. The festival will run from 11 am to 4 pm. Visit <http://www.brockton.ma.us/information/events.aspx> for more information.

## New Medical Director Article

CEO Patricia Kelleher is pleased to announce that Fiona Mudge, M.D. is the new Medical Director at Family and Community Resources, Inc. (FCR). "I am very excited to welcome Dr. Mudge to our agency. She provides leadership to a team of dedicated professionals and paraprofessionals who offer support and counseling to victims whose lives have been impacted by traumatic events and to survivors of family violence. Dr. Mudge will also provide psychiatric services to FCR clients." Please visit [fcr-ma.org](http://fcr-ma.org) for more information.

## UMASS Boton IDEAS

IDEAS UMass Boston brings you provocative and inspiring talks by some of our region's leading thinkers. Join the brainstorm on Wednesday, October 26 beginning at 8:30 am in UMass' Center Ballroom, at 100 Morrissey Blvd., Boston. Speakers include Ellen Douglas of UMass Boston, Justin Kang of city Awake, Jose Gomez-Marquez of the Little Devices Lab, Alexie Torres-Fleming of Access Strategies Fund, and Laura Ligouri of Mindbridge, and Steven Koppel of the EDI Institute in Boston. Admission is \$75 for Individual/Corporate guests, \$50 for Individual/Nonprofit tickets, and \$25 for students. You can register online at [umb.edu/ideas/information](http://umb.edu/ideas/information).

## Fuller Craft Museum- Autumn Photography Reception

The Fuller Craft Museum invites you to a joint reception for "Fiber of Life" (Cary Wolinsky) and "Uncommon Exposures: Photography in Craft Based Media" (Community Gallery). Held on Sunday, November 6 from 2:00 pm to 5:00 pm, this event features a 3:00 pm lecture by Wolinsky. Admission to the reception is free with museum ticket, and the lecture will cost \$7 for members and \$15 for non-members.

## BAWIB Survey

The Brockton Area Workforce Investment Board is distributing a short, nine-question survey inquiring about challenges and concerns facing business owners. Your input is greatly appreciated! To view the questionnaire, visit [surveymonkey.com/r/2CKSGPB](http://surveymonkey.com/r/2CKSGPB)

## Good Samaritan Orthopedic Article

Good Samaritan Medical Center in Brockton is hosting a Free Fall Orthopedic Lecture Series consisting of four talks with medical professionals. The physicians will discuss various orthopedic concerns and treatment options. All seminars will be held from 6:00 pm to 7:30 pm and refreshments will be served.

Each event begins with a physician presentation, refreshments, and finishes with a Q & A from the audience.

- Thurs, October 6 - "Ankle Arthritis" with Kurt Hofmann, MD, High Pond Estates, 100 High Pond Circle, Bridgewater MA 02324
- Weds, October 20 - "Advanced Solutions for Knee & Hip Pain" with Stephen McNeil, MD, Stone Meadow, 100 Bridgestone Way, Bridgewater MA 02324
- Tues, November 1 - "Coping with Back Pain" with Simon Chao, MD, La Scala Restaurant, 1070 North Main Street, Randolph, MA 02368
- Weds, November 9 - "Shoulder Pain? Get Answers!" with Ray Pavlovich, MD, Abington Ale House, 1235 Bedford Street, Abington MA 02351

## Costco Wholesale Donates Backpacks

Costco Wholesale in Avon has donated 420 backpacks with supplies to the Stoughton Public Schools. Since 1993, 5,191,647 bags have been donated to needy children across the United States, Canada, Mexico, Taiwan, Korea, Japan, Puerto Rico and the U.K. In 2015 alone, 297,705 packs were distributed to all locations. This means that Costco in part has been able to help make starting school a little easier and a little more fun for many children in need.

## MA Supplier Diversity Regional Series

The Operational Services Division (OSD), in partnership with the Massachusetts Office of Access and Opportunity and the Massachusetts Office of Business Development, are excited to announce that the MA Supplier Diversity Regional Series resumes in Fall 2016. The goal of this event is to connect small and/or diverse businesses with OSD Statewide Contractors to facilitate opportunities for meaningful business partnerships. The event will take place at the Massasoit Conference Center at 770 Crescent Street on Wednesday, November 2. It will begin at 8:30 am and conclude at 12:00 pm. Register online at [sdregionalservicesbrockton.eventbrite.com](http://sdregionalservicesbrockton.eventbrite.com)

## Hispanic Heritage Celebration

Brockton will recognize Hispanic Heritage Month with a celebration of cultural heritage on Thursday, October 8th from 6:00 pm to 8:00 pm. The event will feature remarks from Mayor Bill Carpenter and a musical performance from Gilberto Rivera and Rumbanana.

## School on Wheels

Bridgewater Savings Bank announced that its employees and the BSB Charitable Foundation has made a donation of \$2,000 to School on Wheels of MA (SOWMA).

School on Wheels of MA is a non-profit organization with a mission to educate children impacted by homelessness by providing academic support and one-on-one mentoring so they can reach their full potential. For more information, please visit [schoolsonwheels.org](http://schoolsonwheels.org).

## Major Steward Health Care Investment

Steward Health Care System ("Steward") announced today that Medical Properties Trust, Inc. ("MPT") (NYSE: MPW) will invest \$1.25 billion in Steward Health Care. The investment by MPT sets the stage for Steward, a privately owned health care company headquartered in Boston, Massachusetts, to expand nationally, continue to provide high-quality, affordable community-based health care services.

## Pamela Sande & Associates Announces Expansion of HR Services

Pamela Sande, Principal and Founder of Pamela Sande & Associates, is pleased to announce the expansion of their Total HR Solutions to the Cape & Islands, Plymouth area, South Shore and Metro South markets. Pamela Sande & Associates is a full-service HR consulting firm that specializes in small to mid-size companies. Their mission is to help their clients achieve success by providing them business-driven, innovative, practical, and cost-effective solutions. For more information please call (774) 251-3007 or visit their website at [www.psandeassociates.com](http://www.psandeassociates.com).

## Brockton Symphony Concert

The Brockton Symphony Orchestra is presenting a new concert on Sunday, October 23, 2016, 3:00, at the Christ Congregational Church on 1350 Pleasant Street, Brockton MA. They will present Gabrieli Canzon for brass octet, a Tchaikovsky violin concerto with soloist Dane Jacobson, co-winner of the 2015 Symphony Youth Competition, and Brahms Symphony no. 1. For information please visit [brocktonsymphony.org](http://brocktonsymphony.org), or call (508) 588-3841. Adult tickets are \$20, seniors and students with ID pay \$15 and children under 18 enter free.

## Charity Guild- Dance the Night Away

Join the Charity Guild for their Annual Gala, and "Dance the Night Away!" This event will be held at 5:30 pm at the Shaw's Center at 1 Feinberg Way, Brockton, MA on Friday, October 14. Featuring The Reminisants, the Gala will provide hors d'oeuvres, dinner, and both silent and live auctions. Proceeds will benefit the Charity Guild.

## Brockton Public Library Hosts Author Hank Phillippi Ryan

BLF (Brockton Library Foundation) is sponsoring award winning author and news reporter Hank Phillippi Ryan on Saturday, October 15, 2016. This free reception is open to everyone. Books will be available for purchase and there will be a question and answer session. Doors open at 2:30 p.m. at 304 Main Street, Brockton with parking on White Ave. For more information on this a lots of other great events check out the website at [www.brocktonpubliclibrary.org](http://www.brocktonpubliclibrary.org).

## Norwell Chamber Names New President

Norwell is pleased to welcome Susan Solis as their new Chamber President. A nine-year resident of Norwell, she is a Realtor with "Vanatge Point Realty Advisors, a Notary, and an Interior Designer. She is a member of the Norwell Garden Club, UCC Church, and is the founder of Friends of Norwell Beautification. To see the Norwell Chamber of Commerce's upcoming events, please visit [norwellchamberofcommerce.com](http://norwellchamberofcommerce.com)

## Bridgewater State University Job Fair

The Internship & Job Fair is a great way for employers to meet a large number of candidates looking for internships and or full-time professional positions. This event is open to all Bridgewater State University students, alumni and community members. This year's event is on Thursday, October 6, 2016 from 1:00 - 3:00 pm in the Rondileau Campus Center Ballroom at 19 Park Ave, Bridgewater.

## End Addiction Banquet

Teen Challenge has offered both hope and help to troubled and addicted people and their despairing families for more than 50 years. With a long history of documented success in both outreach and residential programs, Teen Challenge has recovery homes in all six New England states and in New Jersey. This organization is sponsoring an End Addiction Banquet On Saturday, October 15 at 6:00 pm. Tickets are \$50 each, or \$400 for a table of 8. Please visit [tcnjenbanquets.org](http://tcnjenbanquets.org) to purchase admission or call (508) 408-4368 if you have any questions.

# Brockton Celebrates Holiday Season

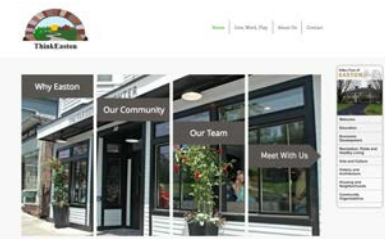


Two public events are coming to City Hall to welcome the winter holiday season! On Friday, November 25 will be a reading of the James Edgar story to children and families at 6:00 pm, followed by a tree lighting ceremony at City Hall Plaza.

On Saturday, November 26, children will be able to take pictures with Santa Claus at City Hall from 9:00 am to 12:00 pm. There will also be a City Hall Holizay Bazaar from 10:00 am to 4:00 pm, a Santa hat challenge at 12:00 pm and the parade will kick off at 1:00.

The City of Brockton is putting out a call for all floats! This year's theme is Broadway musicals, and the first place winner for best float will win \$1500. For more information, please visit [usachristmastown.com](http://usachristmastown.com).

# Easton Economic Development Council Website



The Easton Economic Development Council is pleased to announce the launch of their new website, [www.thinkeaston.com](http://www.thinkeaston.com).

Designed to introduce prospective businesses to the town, the website will communicate the Economic Development Council's commitment to success.

The "Tour of Easton" video series highlights Education, Economic Development, Recreation, Arts and Culture, History and Architecture, Housing and Neighborhoods and Community Organizations. Local businesses sponsored the series and were invited to introduce themselves via brief video segments that are embedded into the series.

For more information, please visit [www.thinkeaston.com](http://www.thinkeaston.com) or [www.easton.ma.us](http://www.easton.ma.us).

# JJ's Caffè Featured in Yankee Magazine

Excerpts, captions, and images from Yankee Magazine's "JJ's Caffè;" article by Amy Traverso, photography by Lori Pedrick. This piece is edited for brevity.



Chef JJ Fernandes (seated) with his son and Caffè general manager Nelson Fernandes.



"The Champ Burger," perfectly prepared on a brioche bun.

The first clue that the man behind the Formica counter isn't your typical line cook is the crisp white chef's toque perched atop a handsome head of salt-and-pepper hair. His chef's coat is neat; his workstation immaculate.

The final proof is hanging on the south wall of this 33-seat café: photos of Justin (JJ) Fernandes in formal whites and that ever-present toque standing next to Al Gore, Tom Menino, George H. W. Bush; a certificate of appreciation from the White House communications office. That wall tells the story of an American dream made real, of a 25-year-old immigrant from Cape Verde who took a job as a dishwasher at the Boston Sheraton in 1981 and worked his way up through every station in several hotel kitchens to become executive chef at the Park Plaza Hotel.

Brockton needed a breakfast place and they could afford to open one. Home of boxing greats Rocky Marciano and Marvin Hagler, it's a city on the edge of middle-class stability, struggling, like many southeastern Massachusetts communities, with a heroin crisis and attendant crime. The north side is quieter; the houses well kept.

Justin's son Nelson Fernandes, 33, relishes the opportunity to own a share of this dream. He manages the staff and books and cooks during the lunch rush because, just as in Boston, good line cooks are in short supply. Father and son still work 12-hour days, seven days a week, with just a single week off in July.

# Perfect Place Ribbon Cutting



Co-Owner Fred Fontaine and Mayor Bill Carpenter

Congratulations to Fred Fontaine and Dieulifait Jean on opening their joint vision of a function facility to serve all of Brockton and surrounding towns. Approximately 200 people attended the event on Thursday, September 15th including Brockton Mayor Bill Carpenter, State Representatives Gerry Cassidy and Claire Cronin, Michelle Dubois, Senator Michael Brady.

The Perfect Place Function Hall, Inc. is located on the border between Brockton and West Bridgewater. Ideally located, it is accessible by public transportation and car with ample parking in the K-Mart Plaza. This space is ideal for all functions, business and pleasure alike. For information please visit [theprecplacebrockton.com](http://theprecplacebrockton.com).



Berlange Jean, Dieulifait Jean, and Fred Fontaine

# Artweek Brockton

ArtWeek Brockton is back this fall with three activities and programs that will highlight the local opportunities to engage with and experience art. Launched in 2013, this program is still rapidly growing. The award-winning bi-annual creative festival features more than 150 creative experiences that are participatory, interactive, or offer behind-the-scenes access to artists. ArtWeek Boston is presented by Highland Street Foundation and produced by Citi Performing Arts Center.

This fall, ArtWeek Brockton has partnered with local artists and arts organizations for three events, all of which are free and open to the public:

- Searching by the Salisbury: Reception and Artists Talk with Virginia and John Mahoney, as part of an ongoing exhibition running through October 16, Saturday, October 1 from 5:00 PM-8:00 pm at the Gallery at Enso Flats, 50 Centre St;
- Know Sound: An In-depth Look at Beat Production with producers from the Sound Lab, Saturday, October 8 from 1:00 pm- 4 pm at the Stacy Adams Cultural Arts Building, 33 Dover St;
- A Closing Reception and Open Studios, Saturday, October 8 from 5:00 pm- 8:00 pm at the at the Stacy Adams Cultural Arts Building, 33 Dover St.

# Chronicle's Reinstein at Recent Chamber Breakfast

Photography by [ccdesignstudio.com](http://ccdesignstudio.com). • Sound by [www.robpetersonentertainment.com](http://www.robpetersonentertainment.com).



Brian Kuta, Spectra Energy



Keynote speaker Ted Reinstein of Chronicle and author of Wicked Pissed



Francis Dillon, Stonehill College, emcee



Attendees enjoy networking opportunities.



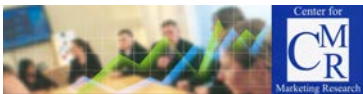
Fran Dillon, Stonehill College; Brian Droukas, Brophy & Phillips; Ted Reinstein; Friend Weiler, Chamber Vice Chair of Membership; and Christopher Cooney, Chamber President & CEO hold up copies of Ted Reinstein's most recent books.

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## Chamber Partners on Market Research Survey

The Metro South Chamber has partnered with the University of Massachusetts Center for Marketing Research to conduct a survey of Metro South businesses. The questionnaire will help gauge the impact of Chamber programs and services and better align itself with the needs of the business community for the region's economic vitality. You may receive a call from a UMass marketing student this month to participate. Your responses will benefit the Chamber; the region students conducting the surveys as part of their studies. If you have any questions, do not hesitate to contact us at (508) 586-0500, [avandam@metroouthchamber.com](mailto:avandam@metroouthchamber.com).



## Chamber Participates in Cultural Festivals

### Bridgewater Business Association Autumnfest



The Bridgewater Business Association held the 28th Annual Autumnfest on the campus of Bridgewater State University on September 24th. The festival, which featured over 100 vendors, live music, delicious food, petting zoo and more, saw an attendance of over 5,000. The Metro South Chamber of Commerce participated in the festival by promoting the regional brand, "When Metro South is Home, Everything is Within Reach", and by distributing new regional maps. For more information on the maps, see page 11.

### Campello Strut Fest

The Campello City Strut is an annual celebration of Brockton's culture. Musical, artistic, and culinary offerings attract visitors for a weekend of fun to conclude the summer season. The Metro South Chamber of Commerce joined local businesses and creators in this block party to support community spirit. Pictured are Chamber staff Klete Squires, Membership Director, and Chris Cooney, President and CEO.



### Downtown Brockton Arts and Music Festival 2016



Brockton Arts presented the 6th Annual Downtown Brockton Arts & Music Festival this summer at The Stacy Adams Cultural Arts Building located at 33 Dover Street in Brockton. The 33 Dover Street building recently underwent a complete renovation when Steve Torrey and Howard Miselman bought the 57,000 ft<sup>2</sup> property and converted the space to high-quality artist studios and gallery space, serving as a catalyst to revitalizing the neighborhood. The three day festival kicked off with a Metro South Chamber Networking Reception and ribbon cutting for the center. The

festival also featured a vendor mall, over 15 musical/entertainment acts, art exhibits and more. Pictured: Alison van Dam, Chamber Vice President, exhibiting in one of the building's 70 studio spaces during vendor mall hours.

## MEMBERProfile



Lisa Bettencourt

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**Year Established:** 2016

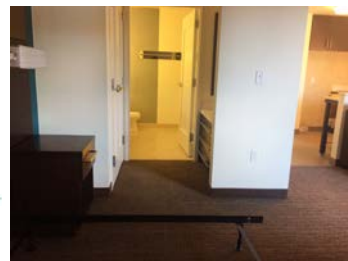
**Products or Services:**  
Hotel, extended stay

**Number of Employees:** 25

**What is unique or special about your firm and the services you offer?**

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View of the rooms at the new Bridgewater Residence Inn.

events in our 650 sqft flexible meeting room. Our chic lounge, The Nip, is a perfect spot for connecting with colleagues and friends. The Residence Inn Mix offers local flavors and refreshing beverages Monday-Wednesday. At Residence Inn Bridgewater, we'll make sure you thrive during your stay.

**What is your market area?**

The Bridgewaters, Brockton, Easton, Taunton, Raynham, Middleboro, Plymouth County, Bristol County

**What markets do you serve?**

We service all markets: Corporate Business Travel and Extended Stay, Leisure Travel, Wedding, Sports, Reunion and other Group Blocks.

**What is your main business objective concerning your customers and the business community?**

The Residence Inn Bridgewater is excited to be partnering with the local businesses, community and industry organizations.

## SBA Helps Start-Ups



At a recent Small Business Administration workshop led by Pauline Swanson, attendees learned about existing resources and loan programs to help their business grow. For more information and for a list of upcoming workshops, please visit [www.sba.gov](http://www.sba.gov).

## When You Hear "Fall," You Shouldn't Think About Your Bottom Line.

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# Metro South Chamber Accomplishments - We Work for You!

A Metro South Chamber of Commerce membership investment benefits your business **and** your community. Thank you for your investment! Here are some of the accomplishments we've achieved over the past year.



## CONDUCTED IMPORTANT STUDIES

The Chamber has conducted a number of important regional studies anticipated to spur development and create jobs including: a study on the creation of a regional water/sewer authority to achieve greater water/rate stability and sustainability; an assessment on the underutilized 35 acre CSX rail yard site in Brockton to determine its best use; a regional branding evaluation to establish a recognized brand with positive perceptions to attract business and visitor interest; and is currently conducting a land use study of the Brockton Fairgrounds.



## ADVOCATED FOR BUSINESS

The Chamber testified before the Brockton City Council for lower commercial tax rates, resulting in a reduction from 32.02 from 33.88, and in Avon, where the rate is down over the past 3 years. The Chamber also successfully urged a freeze on water/sewer rates and wrote numerous letters of support that are expected to create jobs and positively impact the region.



## CELEBRATED NEW BUSINESSES

The Chamber held more than 15 Ribbon Cuttings this past year, including: Banner Environmental, L&M Bargan, Elvera's Café, IM Wireless, Central Rock Gym, Crescent Credit Union, D'Agostino Insurance, IM Wireless, Brewster Ambulance, Stacy Adams Cultural Arts Center and more. The Chamber also assisted over 95 businesses, providing business expansion site assistance, resource partner referrals and other services. These projects represent an investment of over \$350 million over 980 new jobs.



## PARTNERED TO PROMOTE CLEAN ENERGY

The Chamber leads a statewide Chamber effort to promote solar energy and sustainability, helping to lower energy costs and create jobs. For more information, visit [www.energysage.com/p/metrosouthchamber](http://www.energysage.com/p/metrosouthchamber).



## SUPPORTED DIVERSITY

The Chamber successfully hosted a diverse population of over 250 business and community members at a Multi-Cultural Business Forum. The event featured a panel of Minority & Woman Owned businesses, a business resource expo and networking, involving Cape Verdean and Haitian partners in the community. The Chamber also hosted a series of 6 Supplier Diversity Workshops, met with a delegation of business leaders from Cape Verde and welcomed the Mandela Washington Fellowship for Young African Leaders at a networking event in partnership with Bridgewater State University and the Brockton Rotary Club.



## PROMOTED BUSINESS ASSISTANCE CENTER & EDUCATION

In the past 6 months, the Chamber has hosted more than 10 workshops with an average of 20 people at each workshop. There were also a total of 90 people counseled on how to grow their business ideas through SCORE and the Massachusetts Small Business Development Center's advisors on site in the Chamber building.



## HOSTED HIGH PROFILE SPEAKERS

Speakers in the past year have included Governor Charlie Baker, CEO of Spanx, Inc., Jan Singer, Award-Winning Author and Investigative Reporter Hank Phillippi Ryan, Author Elizabeth Thornton, Secretary of Transportation Stephanie Pollack, Secretary of Economic Development & Housing Jay Ash, Ted Reinstein of Chronicle, and more.



## CONDUCTED ECONOMIC DEVELOPMENT TOURS

The Chamber conducted 6 familiarization tours this year with the Massachusetts Office of Business Development in the towns of Easton, West Bridgewater and Avon, highlighting over twenty businesses that drive the local economy. The Chamber also promoted priority development on the regional site finder website, [www.metroouthsitefinder.com](http://www.metroouthsitefinder.com).



## MARKETED THE REGION

The Chamber recently updated the Brockton Information Boards (BIBS), to provide a practical form of navigation of the city, reflecting new cultural attractions, leadership, and more. The Chamber also recently improved maps of the region incor-



porating the new Metro South brand. The Chamber also utilized its designation as a Massachusetts Creative Economy Network Leader to promote the arts as a vehicle for economic development.



## LED ON ISSUES OF REGIONALIZATION

The chamber met with Metro South town officials and the Mayor of Brockton to discuss the strengths and needs of the region. Topics included water/wastewater, green energy, Economic Target Area expansion, life science support, roads and infrastructure, natural gas fired energy generation and electricity aggregation.



## MAINTAINED FIVE-STAR ACCREDITATION

The Chamber successfully re-applied for accreditation with the U.S. Chamber of Commerce, receiving the highest designation awarded. Accreditation indicates that a chamber operates under effective organizational procedures and contributes to significant positive change in the community. Chambers are assessed in nine areas of work, including governance, government affairs, marketing, and technology.



## PARTNERED WITH OVER 50 AGENCIES TO ACHIEVE PROGRESS FOR METRO SOUTH

Associates include on-site Resource Partners: Supplier Diversity Office, Small Business Administration, Brockton Redevelopment Authority, Brockton 21st Century Corporation, Brockton Parking Authority, MassDevelopment, Massachusetts Small Business Development Center, and other affiliates: Brockton Area Workforce Investment Board, Downtown Brockton Association, Old Colony Planning Council, SEED Corporation, UMASS Donahue Institute, and more.



## HELD MORE THAN 70 EVENTS

From Business After Hours, to Award Programs, to informational meetings such as Good Morning Metro South, to Legislative Events, or Community Events such as the Taste of Metro South; The Chamber has connected people throughout the year, providing them with the tools, resources and referrals they need to succeed.

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Wednesday, November 16, 2016  
Conference Center at Massasoit  
770 Crescent Street, Brockton



Premier Sponsor:



Contributing Sponsor:



## Steven Greene, Chairperson of W. B. Mason

12:00 pm - 1:45 pm



Steven Greene

The Metro South Chamber of Commerce celebrates its 103rd year of advocating for the economic advancement of the Metro South region. Join us as we celebrate our collective commitment to the region at the Chamber's 103rd Annual Meeting on Wednesday, November 16, 2016, from 12:00 am - 1:45 pm at the Massasoit Conference Center, 770 Crescent Street in Brockton. The keynote speaker will be Steve Greene of W.B. Mason.

The company's origins are humble: New Zealand immigrant and master engraver William Betts Mason founded the brand in 1898 with a print shop. Brockton's shoe industry boom brought new business; as offices opened they required supplies. W.B. Mason rose to the occasion, expanding their inventory from engraved and printed goods to office accoutrements. Mason passed away in 1912, but his legacy remained.

Mason's family members managed the company for thirty years until 1943, when it was sold to longtime employee Samuel Kovner. During his tenure, the company witnessed growth in sales to a quarter of a million dollars. He turned the company over to his daughter and her husband, Helen and Joseph Greene. Under Joseph, W.B. Mason's offerings expanded to include office furniture; this brought their profits to nearly a million dollars by 1973.

Greene joined W.B. Mason in 1963. He became President in 1979 when annual sales totaled just \$3 million. Focusing on personalized customer service, Greene initiated a door to door sales model that would revolutionize the industry. By 1993, revenue was catapulted to \$20 million annually and Greene became Chairman of the board. Today, the company generates \$1.65 billion in revenue and employs more than 1,000 sales people. Over 700 trucks make deliveries across the United States, all from its headquarters in Brockton, Massachusetts.



### Join in on the Celebration!

At the luncheon, there will also be awards, entertainment, exciting raffles, valuable networking opportunities, and a fantastic giveaway for each attendee. Join us as we begin our 103rd year, look forward to the future, and celebrate the vitality of the region and the businesses that have made Metro South great!

### Awards Presentation!

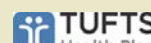
Also at the luncheon, Economic Impact Awards will be presented to businesses who have made a significant investment in the Metro South region over the past year. Board service awards will also be presented, as well as the Charles A. Fuller Award, to an individual whose leadership performance, personal example, and good influence has done the most to advance the welfare of the Metro South Chamber and the community.

### Tickets Are on Sale Now!

Tickets are \$100 for members and \$135 for future-members. Proceeds will benefit the Chamber's Education Foundation, Business Assistance Center, and the Chamber Innovation Fund.

To register, please register online at [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration) or contact Athena Lavoie at (508) 586-0500 x231, [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com). Tickets will sell out; reserve yours now!

Supporting Sponsors:



## Business-to-Business Expo

10:30 am - 12:00 pm & 1:45 pm - 3:00 pm

As part of the 103rd Annual Meeting, the Metro South Chamber of Commerce will host a Business-2-Business Expo on Wednesday, November 16 from 10:30 am - 3:00 pm, at the Massasoit Conference Center, 770 Crescent Street in Brockton.

The Business-2-Business Expo is a great opportunity to reach over 400 business people throughout the Metro South region. Designed to be a personal table top expo, presenters will be provided with meaningful opportunities to



promote their company to prospect after prospect.

The cost of a booth is \$499 for members (\$599 for future-members). Since space is limited, registrations are on a first come, first served basis. The expo is free to walk the floor, but please RSVP in advance. To reserve your booth space, contact Athena Lavoie at (508) 586-0500 ext. 231, or [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com).



At the Business-to-Business Expo, companies can meet and exchange information in a welcoming, engaging setting. Pictured are representatives from Curry College, Fast Mailing, and FUN Enterprises, Inc.

## Promote Your Product, Service at Annual Meeting

Donate a prize for the Metro South Chamber 103rd Annual Meeting Raffle and you will receive valuable exposure and direct promotion. Examples of prizes to donate: Gift certificates, bottles of wine, passes to cultural or educational events, free ads or clothing. Feel free to be traditional or creative! Proceeds go to the Metro South Chamber of Commerce Education Foundation. Contact Athena Lavoie at 508.586.0500 x 231 for more information.

## Sponsorship Opportunities Available

Sponsoring the Annual Meeting and EXPO offers your company exposure to the local business community and creates awareness for your products and services. It allows you to target your marketing efforts to business professionals and potential customers in the Metro South Region.

Sponsorships can be tailored to fit your company needs. Call Athena Lavoie at (508) 586-0500 x 231 or email [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com).

## Chamber Welcomes New Staff Member



The chamber is pleased to announce the addition of Kelsey Lynch to its staff as the new Communications Coordinator.

Kelsey’s responsibilities will include the monthly Action Report newsletter, weekly e-update, press releases, event marketing, and the annual edition of the Book for Business. Kelsey graduated summa cum laude from Bridgewater State University with a Bachelor of Arts concentrating in Graphic Design and a minor in Management.

Feel free to contact Kelsey at (508) 586-0500 ext. 222 or via email at [Kelsey@metrosouthchamber.com](mailto:Kelsey@metrosouthchamber.com) for information on any of the Chamber’s publications. or advertising opportunities.

## Instagram’s Effects on Business Success

Excerpts from “Follow the Leader: The Adoption and Use of Instagram by the Inc. 500 and the Fortune 500” by Nora Ganim Barnes and Caroline Daubitz

Instagram was launched in 2010 as a free mobile app for photo sharing and social networking. It enjoyed rapid growth to a million active users just two months after its launch. It currently boasts over 300 million active users. Facebook purchased the platform in 2012 for approximately \$1 billion.

While this highly visual platform’s rapid growth can be attributed to young people, it has also attracted the attention of businesses. This report focuses on the adoption and use of Instagram among 2015’s most successful companies. The first group looks at the fastest growing businesses in the US, the Inc. 500 (named by Inc. Magazine) while the second group looks at the wealthiest businesses, the Fortune 500 (named by Fortune Magazine).



Highlights of the study include:

- Rank influences the adoption of Instagram. Forty-four percent of the top 200 on the Inc. 500 list and 49% of the top 200 on the Fortune 500 list are active Instagram users.
- Those in the consumer products and retail/consumer products industries hold the most active Instagram accounts.
- Approximately ¾ of all posts in both groups receive 1-30 comments from consumers. Half of the Fortune 500 group replies to comments while 33% of the Inc. group does.
- For the Fortune 500, the objective of using Instagram is to disseminate information about their products, brands, specs and for promotion.
- Inc. 500 companies emphasize product promotion and company news. They also post content demonstrating their industrial leadership

Instagram has an important role in the social media strategy for top businesses. Businesses are adopting and using it in addition to other tools to create a more comprehensive social media strategy.

## Ballot Questions at Recent Government Affairs



The Chamber hosted Brad McDougall, Vice President of Government Affairs for the Associated Industries of Massachusetts (AIM) at a recent Government Affairs meeting. Brad discussed the upcoming Massachusetts ballot questions, primarily focusing on charter school expansion and the impact of legalizing recreational marijuana on businesses. Brad also discussed AIM’s 2015/2016 Legislative Scorecard. To learn more, visit [www.aimnet.org](http://www.aimnet.org). Pictured: Sheila Sullivan-Jardim, Brockton Area Workforce Investment Board; Dottie Fulginiti, Selectman, Town of Easton; Brad McDougall, VP of Government Affairs, AIM; Christopher Cooney, Chamber President & CEO

## MA Life Science Center CEO at Breakfast

Also speaking will be a representative from the event’s host, Good Samaritan Medical Center. This facility is a state-of-the-art hospital with first-class specialists and cutting edge equipment. They provide excellent service to most health needs and are proud to serve their community. For more information please visit [goodsamaritanmedical.org](http://goodsamaritanmedical.org).

This program is sponsored by Tufts Health Plan. Through their philosophy, people and innovation, Tufts Health Plan offers local care with a national reputation for excellence. No one does more to keep you healthy. Visit [tuftshealthplan.com](http://tuftshealthplan.com) to learn more.

Don’t miss hearing from these great speakers ! Tickets are \$25 for members and \$35 for future-members. Register by contacting Athena Lavoie (508) 586-0500 ext. 231, or online at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar).



## Good Morning Metro South December 2016

Join us on December 14 from 7:30 am to 9:00 am for December’s Good Morning Metro South event! We welcome J. D. Foster, the United States Chamber of Commerce’s Vice President of Economic Policy Division and Chief Economist.

Prior to joining the Chamber in June 2013, Foster was the Norman B. Ture Senior Fellow in the Economics of Fiscal Policy at The Heritage Foundation, a nonprofit research organization. Foster writes on tax policy and entitlement reform, as well as on matters of monetary policy and international economics. He received a B.A. in economics and a B.A. in mathematics from the University of Colorado, an M.A. in economics from Brown University, and a Ph.D. in economics from Georgetown University.



Guest speaker J.D. Foster, Vice President of the United States Chamber of Commerce.

This event is sponsored by Cambridge Savings Bank. For over 180 years, they have provided banking services that enable those in their community to lead financially productive lives, from savings and checking accounts to business loans and home mortgages. Visit [cambridgesavings.com](http://cambridgesavings.com) to learn more. The cost to attend is \$25 for members and \$35 for future-members; this includes breakfast and networking opportunities. Tables of ten are also available for reservation. The event begins at 7:30 at Concord Foods, 10 Minuteman Way, Brockton. Register online at [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration).



## Regional Leadership Meeting



Chris Cooney, Chamber President and CEO; Stan Rosenberg, Senate President; Dr. Charlie Wall, Massasoit Community College President; and Pat Caramella, Old Colony Planning Council Executive Director, met in Taunton to discuss items of regional importance.

## Learn at the Business Assistance Center



The Metro South Business Assistance Center (BAC) serves the interests of existing and start-up businesses by providing low cost and efficient business information and work in conjunction with other local and regional economic development organizations to carry out their mission of creating new jobs and investment in the Metro South region.

The Metro South BAC is committed to providing existing and start-up businesses with research, consultation, education, and advocacy. We are always looking to grow the Business Assistance Center for the benefit of the community. Anticipated new programs include researching new workshops, seeking additional building resource partners, incorporating multi-lingual counseling, translating business document guides, increasing technology within the Business Assistance Center and Conference Room and creating collaborative workspaces.

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# WELCOME *New Members*

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(508) 326-9971  
www.brocktonarts.com  
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## Dennis Swart Architecture

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www.elderserviceplan.org

## Hawkeye Fence LLC

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508.586.0500 x 229  
ksquires@metrosouthchamber.com

## 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).



Vendor registration has begun for the **Bridgewater Business Association's (BBA)** annual Christmas on the Common event, to be held on Sunday, December 4 from 12:00 pm to 4:00 pm in Bridgewater's Center Square. This event includes a meeting with Santa Claus, pony rides, food and drinks, and a Christmas Bazaar. For more information please visit [bridgewaterbiz.biz](http://bridgewaterbiz.biz).

The **Stoughton Chamber of Commerce** will host "The Roast of Ellen Greene" on Sunday, October 22 at 7:00 pm at The Portuguese National Club on 21 Railroad Avenue in Stoughton. Enjoy some good-natured humor and a fundraiser for Old Colony YMCA and the Ahavath Torah Congregation. Visit [www.stoughtonma.com](http://www.stoughtonma.com).



Norwell Chamber of Commerce

Not Your Average Joe's will host a Business After Hours event for the **Norwell Chamber of Commerce** on Monday, October 17 at 5:00 pm. This event is open to all. Register online at [norwellchamberofcommerce.com/events](http://norwellchamberofcommerce.com/events).

The **East Bridgewater Business Association (EBBA)** was founded in 1993 "to promote a healthy 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 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 holding the State of Randolph on Tuesday, October 18 at 5:30 pm at Stetson Hall in Randolph. Town Manager David Murphy will address the business community regarding economic development, municipal improvements and future plans. Visit [www.randolphchamberofcommerce.org](http://www.randolphchamberofcommerce.org).



**ProLink Networking Group** is an invitation-only, non-competitive business networking group. Meetings are held on alternating Tuesdays, 7:30 am at D'Agostino Insurance Agency. 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).

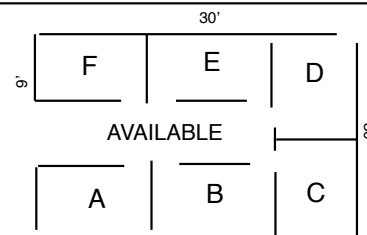
The **South Shore Women's Business Network (SSWBN)** will hold the President's Roundtable - October Business Masterminded event on Friday, October 14, 1:00 pm - 2:00 pm virtually on Google Hangouts. Please visit [www.sswbn.com](http://www.sswbn.com) to learn more and register.



# RENEWING *Members* Thank You !

All Tech Materials Handling  
Babel's Paint & Decorating  
Bayside Financial Insurance  
BKA Architects-Accounts Payable  
Brockton Area Multi-Services, Inc.  
Cheer Pack North America  
Churchill Linen Service, Inc.  
Congressman Stephen Lynch  
Electric by Design, LLC  
Gary R. Oman, P.C.  
George's Cafe  
Bearingstar Insurance

Heights Crossing  
Metro South Resources  
Mutual Bank  
Office of Plymouth County District Attorney  
Perfect Print, Inc.  
RPC Packaging Supply, Inc.  
Santander  
Stadelmann Electrical Services  
Stonebridge Cafe  
Viking Sheet Metal, Inc.



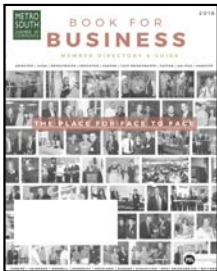
The Metro South Chamber of Commerce has business office/suites available to rent. The Offices are located at the Chamber building at 60 School Street in Brockton. All offices feature exposed brick walls and high speed internet access. Occupants also have use of the conference room and AV equipment, training courses, hospitality center, and more. Contact Chris for more information at (508) 586-0500 x 223, or [chris@metrosouthchamber.com](mailto:chris@metrosouthchamber.com).

Promote Your Business! List & Advertise in B4B

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

The Metro South Book for Business is a colorful, 100 page member directory and guide. It contains town information, business and residential demographics, legislative details, and 2 free listings for each member. You can view last year’s Book for Business online at

www.metroouthchamber.com/news-media/book-for-business.



The 2016 Book for Business was distributed to 5,000 people, including members, business leaders, town halls, libraries, local companies, Business Associations and more.

The members only login page can be found at metroouthchamber.com/membership/memberlogin. Please contact Alison van Dam at (508) 586-0500 x 225, avandam@metroouthchamber.com if you have not received your login information.

A reminder with instructions and login info has been sent to members by email and mail.

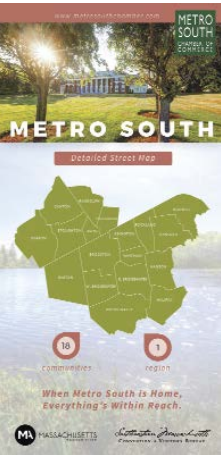
Advertise in the 2017 Book for Business!

Don’t miss the opportunity to place an ad in the 2017 Book For Business, sent to over 5,000 people and companies. Your promotion will be placed in close proximity to your free directory listing. In addition, your alphabetical and categorial information will receive extra embellishment. This opportunity is sure to give you a leg up in the competition due to added exposure.

Don’t have the time to create an ad, or the money to pay a designer? If you reserve your space now, our in-house graphic designer will create a full color advertisement for you, free of charge. It will be yours to use for additional promotions or for other publications.

Reserve your space now! Call Kelsey at (508) 586-0500 x 222 or email avandam@metroouthchamber.com for more information and for ad rates.

New Metro South Map Released



Due to high demand, the Metro South Chamber has produced a new Metro South Regional street map. This map is only printed every 2-3 years; 15,000 copies of the updated Metro South map will be available and distributed in relocation packets, mailings, tourism centers, real estate companies, hotels and at conventions, expos and meetings. If you would like copies to display in your business, distribute to new hires, etc, please contact Doris at (508) 586-0500 x221, doris@metroouthchamber.com.

Thank you to map advertisers:  
Bell Stoughton | Bridgewater Savings Bank | Brockton Area Workforce Investment Board (BAWIB) | Brockton Community Schools | Chase Corporations, Global Operations Center | Crown Uniform & Linen Service | Cushman Insurance Group | Downtown Brockton Association | Eastern Bank | Evans Machine Company, Inc. | Fairway Lawn Care | Good Samaritan Medical Center | GROW Associates, Inc. | Mansfield Bank | North Easton Savings Bank | Paramount Rug Company, Inc. | Residence Inn by Marriott Boston/Bridgewater

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OWNER

SERVING AREA BUSINESS SINCE 1975

Rob Peters Entertainment Showcases Services



On Thursday, September 22, Rob Peters Entertainment collaborated with Atlantic Kitchen and the Comfort Inn in Randolph to host an Appreciation Party for Chamber members. Food, prize giveaways, and games created an easygoing, party-like atmosphere for networking. Pictured here are the Metro South Chamber’s Alison van Dam, Rob Peters, Rob Peters Entertainment, Jonah Wein, Crescent Credit Union, and Gail Delgado, Brockton Area ARC.



Business-oriented networking game, Family Feud Style.

Major Movie Set Constructed in Brockton



Downtown Brockton was energized during the filming of an untitled movie based during the historic 1967 Detroit riots. Old fashioned storefronts set the scene for Oscar Winning Director Kathryn Bigelow’s movie. The production company chose Brockton and Boston due to the Massachusetts tax credits. It also generated buzz and business downtown as the crew frequented local businesses.

“The economic impact initially is creating some jobs and working with some businesses in the area,” said Christopher Cooney, Chamber President and CEO. “But long term, the fact that Brockton was easy to work with and were helpful, including the city in general but also the business community, it may open up the door for future productions.”

Thinking of Going Solar? Many Already Have, Simply

- Would you like to:
- Spend less money on your utility bill?
  - Know your future energy costs?
  - Save money with attractive financing options and state and federal incentives?
  - Increase the resale value of your property?
  - Positively impact your business brand?
- If you answered “yes” to any of these questions, solar energy may be the answer for you!



**Chamber Solar Challenge**  
Because solar just makes cents





The Metro South Chamber is providing you with an opportunity to install solar at low to no-cost through the EnergySage Solar Online Marketplace, “the Expedia of solar installation.”

All it takes is 5 minutes to get started. Go to [www.energysage.com/p/metroouthchamber](http://www.energysage.com/p/metroouthchamber) and type in your business’ physical address, an estimate of your monthly electricity bill, and how you prefer to be contacted. You will soon be connected to local installers who will compete for your business, providing you quality service at the best possible price.

Are you a solar installer and not registered on EnergySage? Let us connect you to EnergySage so that you don’t miss out on the opportunity for more business! For more information, contact Alison van Dam, avandam@metroouthchamber.com, (508) 586-0500 x 225.

This program is brought to you as part of the Massachusetts Chamber Solar Challenge, a state-wide Chamber sustainability initiative that help members save on energy costs while encouraging local economic development.

## BUY LOCAL FROM THESE CHAMBER MEMBERS!

### Residence Inn



202 Pleasant Street, Bridgewater • 508-697-1412  
marriott.com.ewbbw

Our new Bridgewater location features spacious studio and one-bedroom suites providing fully equipped kitchens, pullout sofa, spacious work area, daily complimentary breakfast and free Wi-Fi. Our amenities include an indoor pool, outdoor fire pit, sports court, chic lounge, and excellent meeting space. At Residence Inn Bridgewater, we'll make sure you thrive during your stay.

### Modern Auto Body



561 N Montello Street, Brockton • 508-580-6422  
modernautobodycollision.com

Fran Fistori has built Modern Auto Body into more than just another garage. With 23 employees, his ACS and I-Car Gold certified facility stays ahead of the industry. Fran is quick to share that his staff are certified and equipped to work on the newest in aluminum vehicles, they offer the latest, state-of-the-art services. When your car leaves Modern Auto Body, it leaves with all of its factory integrity.

### Salem Media Group



500 Victory Road #2, Quincy • 617-328-0880  
salemmedia.com

Salem Media Group Boston has a full portfolio of radio broadcast and digital marketing opportunities that target audiences interested in Christian and conservative family oriented program content. Our four (4) local radio stations (one Spanish) reach all cultural demographics, including the Irish Hit Parade, airing week-ends for the last 50 years now. For more information call or email Jeff Johnson, jeffj@salemradioboston.com.

### Bridgewater Pediatrics



a1029 Pleasant Street, Bridgewater • 508-697-8116  
bridgewaterpediatrics.com

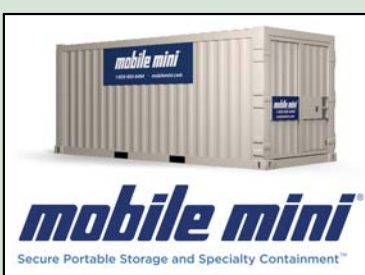
Bridgewater Pediatrics is an award-winning pediatric practice that is affiliated with Boston Children's Hospital. We strive to provide the finest comprehensive pediatric services to children from birth through adolescence. Our doctors, nurse practitioners, and staff provide family-centered care to our patients, partnering with you to ensure your child's physical, emotional, spiritual, and academic success.

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PopTops® Co. Inc. manufactures custom team uniforms, corporate I.D. apparel, workwear and promotional products. Fast service and competitive pricing combined with in-house graphic design, screenprinting, embroidery, tackle twill lettering and sublimation. We provide a complete service to customize and enhance your requested image. Contact Christy Kendrick for additional information.

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mobilemini.com

Mobile Mini is the world's leading provider of portable storage and specialty containment through our lease fleet of over 213,000 storage and portable office units. We offer a wide selection of products with varying configurations. Visit us at [www.mobilemini.com](http://www.mobilemini.com)

**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 costs offer 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 Boston 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)

## BUSINESS EVENTS Planner

### October 5

#### 2016 Legislative Reception

5:00 pm - 7:30 pm

Donahue Hall, Stonehill College

320 Washington Street, North Easton

This is your opportunity to interact with elected officials at the state, federal and local levels in a casual setting. (see page 1)

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

Register online: [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar)

### October 11

#### SDO Pre-Certification Workshop

10:00 am - 12:00 am

Crescent Credit Union

115 Commercial Street, Brockton

This workshop is designed for businesses that are interested in learning how to apply for SDO certification. (See Page 2)

Complimentary to Attend

Register online: [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar)

### October 12

#### Investing 101 Workshop

12:00 pm - 1:30 pm

Metro South Chamber of Commerce

60 School Street, Brockton

Join us at the Metro South Chamber of Commerce for a light lunch and member-led workshop on investing. (See Page 2)

Complimentary to Attend

Register online: [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar)

### October 13

#### Value Proposition Workshop

12:00 am - 1:30 am

Metro South Chamber of Commerce

60 School Street, Brockton

The Chamber invites you to a complimentary workshop and light lunch, given by Larry Girouard of The Business Avionix Company. (See Page 2)

Complimentary to Attend

Register online: [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar)

### October 18

#### Good Morning Metro South

7:30 am - 9:00 am

Moakley Center, Good Samaritan Medical Ctr

235 North Pearl Street, Brockton

Join us for breakfast and hear from Travis McCready, President & CEO of MA Life Science Center (see p. 1)

Cost: \$25 members, \$35 future-members

Register online: [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar)

### October 27

#### Business After Hours

5:30 pm - 7:30 pm

Wood Palace Kitchens

7 Mill Street, Middleboro

Join us for an evening of networking and refreshments at a Chamber member business! (see page 2)

Complimentary to Attend

Register online: [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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