

A Metro South Chamber of Commerce membership investment benefits your business **and** your community.

- ✓ **SUPPORTED METRO SOUTH REGIONAL WATER SUPPLY & TREATMENT AUTHORITY** - The Chamber has commissioned UMass Donahue Institute to conduct a study on the creation of a regional water/sewer authority in order to increase competitiveness and sustainability, achieve greater water-rate stability, make rates consistent among communities and improve infrastructure and water quality. A water/sewer authority may help spur development, attract business, and create jobs.
- ✓ **CONDUCTED CSX RAILYARD STUDY** - The Chamber commissioned UMass Donahue Institute to conduct a study of an underutilized 35 acre rail yard site in Brockton to determine its best potential use. The land has been referred to developers as well as to the city purchase. Redevelopment of the land will lead to job creation, tax revenue, and revival of the area.
- ✓ **COMMISSIONED REGIONAL BRANDING STUDY**- A study commissioned by the Chamber to establish a recognized brand for the Metro South Region has resulted in the tagline "When Metro South is Home, Everything's Within Reach." The tagline has already been adopted by the Mayor and the City of Brockton. The brand is expected to generate positive perceptions and attract business, residential, and tourist interest.
- ✓ **LAUNCHED SITEFINDER WEBSITE** - Metrosouthsitefinder.com was created to connect developers with available commercial properties within the Metro South Region. The website features searchable properties and allows users to post properties free of charge.
- ✓ **ADVOCATED FOR BUSINESS** - The Chamber testified before the Brockton City Council for lower commercial tax rates, resulting in a lower rate of 1.56. The Chamber also successfully urged a freeze on water/sewer rates. The Chamber has also written numerous letters of support (including Commuter Rail Expansion, and continued funding of Brownfields sites), that are expected to create jobs and positively impact the region.
- ✓ **RECEIVED COMMUNITY DEVELOPMENT CORPORATION DESIGNATION** - The Chamber has received a CDC designation to serve the greater Metro South region, focusing on economic development, education, workforce development and housing.
- ✓ **HOSTED HIGH PROFILE SPEAKERS** - Speakers in the past year have included Governor Deval Patrick, Speaker Robert DeLeo, Economist Michael Tyler, Kevin Beagan, Deputy Commissioner of the Massachusetts Division of Insurance, New York Times best selling author Edward Hallowell, First Woman Union Bricklayer Lynn Donohue, and Chronicle's Ted Reinstein.
- ✓ **PROMOTED BUSINESS ASSISTANCE CENTER & EDUCATION** - The Chamber operates a the Business Assistance Center providing workshops, counseling, and access to business resources and technology. Workshops include marketing, small business software, and opportunities in government contracting and trade. Attendance at each workshop saw upwards of 20 participants. Total workshop participants was 384. SCORE counseled over 260 businesses about starting a business, marketing a business, and tips on where to access additional resources to grow.
- ✓ **CREATED CHAMBER AFFILIATE PROGRAM** - There are currently 9 affiliates working together for the betterment of the region and of each organizations members. Affiliates include: Bridgewater Business Association, East Bridgewater Business Association, Norwell Chamber of Commerce, Randolph Chamber of Commerce and Avon Industrial Park, and the most recent addition, the South Shore Women's Business Network.
- ✓ **RECOGNIZED LOCAL BUSINESSES** - The Small Business Awards recognized entrepreneur JJ's Cafe and JM K9 Pet Resort. The ATHENA Award recognized VA Hospital Nurse Janet Trask. The Economic Impact Awards honored 12 businesses with a total investment of \$55+ million and employment of more than 500.
- ✓ **CONDUCTED ECONOMIC DEVELOPMENT TOURS** - The Chamber organized a bus tour to the City of Lowell to learn about their Creative Economy and Artist's Lofts, and how similar principles can be applied to Brockton's Enterprise Block. The Chamber also organized a downtown Brockton Tour for developers to highlight new developments as well as buildings currently available for purchase or lease.
- ✓ **RECEIVED CREATIVE ECONOMY DESIGNATION** - The Chamber has received this state-wide designation to promote the arts as a vehicle for economic development through exposure, access to space, access to capital, growing talent through education and business support.
- ✓ **CELEBRATED NEW BUSINESSES** - The Chamber has held more than 20 Ribbon Cuttings this past year, including: Orange Leaf, Five Guys Burgers, Mutual Bank, Lady C&J Soulfood, Yogurt in Love, Harbor Freight Tools, Signature Healthcare, Crescent Credit Union, H&R Block, GolfTEC, Healing Hearts Holistically, Fisher College, the Mockingbird Restaurant, Diamond Butcher.

We work for *you!*

2013-2014 Accomplishments

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- ✓ **CAREERS IN HEALTH PROGRAM** - The MS Careers in Health program funded by an award of \$250,000 targeted incumbent health care workers who seek career and workplace advancement but require higher education. The program had a total enrollment of 140 students. 90% of the students completed the program and 10% have received CNA certificates. The Chamber recently received a \$40,000 grant from the Lumina Foundation to continue work on this project.
- ✓ **ADVOCATED FOR DOWNTOWN HIGHER EDUCATION FACILITY** - The Chamber has advocated for the creation of a Higher Education facility in Downtown. The initiative is gaining traction and is set to be operated by Bridgewater State University in partnership with Massasoit Community College and UMass Boston.
- ✓ **SUPPORTED LIFE SCIENCES** - The Chamber supports innovation and entrepreneurship by promoting the region's bio-tech industry and 5 bio-ready communities. The Chamber applied for a MA Life Sciences Cluster planning grant in order to establish priorities and evaluate activities to attract and retain bio-tech companies. This has resulted in the inclusion of the Metro South region in the South Coast's strategic planning grant for future development of bio-tech businesses.
- ✓ **LED ON ISSUES OF REGIONALIZATION** - The chamber held meetings 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.
- ✓ **PARTNERED ON BROCKTON MICROLOAN PROGRAM** - Partnered with SEED Corporation, the City of Brockton, Brockton 21st Century Corporation and the Brockton Redevelopment Authority to create and market a Brockton Micro Loan and Small Loan Program targeted towards small business development within Brockton.
- ✓ **RECEIVED REGIONAL ECONOMIC DEVELOPMENT ORGANIZATION (REDO) GRANT** - Through REDO, the Chamber has met with developers, assisted in site location, financial referrals and the permitting process, and has marketed the strengths of the region. Over the past year, downtown Brockton alone has experienced a development re-birth with over 200 million in construction permits underway.
- ✓ **CELEBRATED CHAMBER CENTENNIAL** - This past year, the Metro South Chamber celebrated 100 years of serving the business community, providing community leadership, and advocating for the economic advancement of the region. The Chamber also initiated an Innovation Campaign to raise \$350,000 to renovate the old Edison power plant (chamber offices), transforming it into a modern business hub.
- ✓ **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** - Including 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 partners: Brockton Area Workforce Investment Board, Downtown Brockton Association, Old Colony Planning Council, SEED Corporation, UMASS Donahue Institute, and more.
- ✓ **EXPANDED ECONOMIC TARGET AREA** - The Chamber has extended the Brockton Economic Target Area (ETA) into West Bridgewater, expanding the opportunities for the development of new businesses and jobs within the region. East Bridgewater, Easton and Avon are additional communities of interest for expanding the ETA.
- ✓ **PROVIDED REFERRALS TO MEMBERS** - Last year, the Chamber provided thousands of referrals exclusively to Chamber members and fulfilled many more requests for information on communities in the Metro South region.
- ✓ **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. The Chamber has also marketed these opportunities through the Action Report, Website, E-update, Social Media, and advertisements.