



November
2014

Action report

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.



Independent at Home
Ribbon Cutting
page 6



Dominique Morgan-Solomon
page 6



Richard Hooke
page 7

CONTENTS

Calendar of Events	3
Good News	4
Renewing Members	10
New Members	10
Member Profiles	12

101st Annual Meeting to Feature Demographer; EXPO

101st ANNUAL meeting
November 19, 2014

November 19, 2014

Conference Center at Massasoit
770 Crescent Street, Brockton

Schedule:

Business-to-Business EXPO: 10:30am-12:00pm
Annual Meeting Luncheon: 12:00pm-1:45pm
Business-to-Business EXPO: 1:45pm-3:00pm

Keynote Speaker:

Ken Gronbach - Demographer, Futurist, Author, & Marketing Expert

Ken Gronbach is a gifted keynote speaker and nationally recognized author. He makes the science of shifting demography come alive with real life examples which make it relevant to today's culture, business climate, and economy.



With nearly three decades' experience in retail advertising and marketing, Ken saw the direct results of shifting demographics in his clients' profits. Eventually, his passion for the subject changed the direction of his career, to the benefit of readers of his books and attendees of his keynotes and other presentations.

He engages his audiences with clear, irrefutable demographic facts to forecast how shifting demography will shape cultures, governments, markets, and workforces. Companies call on Ken before undergoing major changes. He takes them into the future using demographics and predicts with amazing accuracy what will happen. *Bring your whole staff as a team building experience!*

His audience members often rate him as the "best speaker" they've ever heard:

"Gronbach caught almost everyone off guard with a wildly funny and fascinating presentation. From start to finish, he had the audience in the palm of his hand."

-Bryan Dahl, MCUL Information Services

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. (See page 2 for a full list of Economic Impact Award recipients).

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 of Commerce and the community.

Be sure to schedule time before or after the Annual

Meeting Luncheon to attend the Business-2-Business Expo and learn about the products and services of over 50 businesses and organizations. **The EXPO is free to walk the floor.** Table-tops are still available but space is limited. Table-tops will be reserved on a first-come, first-serve basis. The cost to exhibit is \$499 for members and \$599 for future-members.

Lunch tickets are \$100 for members and \$135 for future-members. **This event will sell out so pre-registration is required.** To reserve your tickets or Expo space, please contact Athena Lavoie at 508.586.0500 x 231, alavoie@metrosouthchamber.com, or visit www.metrosouthchamber.com/calendar-registration.

See more on page 2

Susan Joss
Elected Chamber Chair



Susan Joss,
Brockton Neighborhood Health Center

The Chamber is pleased to announce that Susan Joss of Brockton Neighborhood Health Center has been elected Chair of the Metro South Chamber.

Sue Joss has served as the Executive Director of the Brockton Neighborhood Health Center, a non-profit, multicultural, community health center, since January of 1994. She also serves as the Vice-Chair of the Massachusetts League of Community Health Centers and on the Board of Brockton 21st Century Corporation.

Joss was first elected to the Chamber Board in 2004, joining the executive committee in 2011 as Vice-Chair of Government Affairs.

As the Chamber Chair, Joss will work with the Board, Chamber Staff, and membership to champion the Chamber in its mission to serve the interests of member businesses while providing community leadership and ensuring economic advancement throughout the Metro South region.

Make your VOTE vote count!

Election Day is November 4, 2014

www.wheredoivotema.com

Wednesday, November 19, 2014
Conference Center at Massasoit
770 Crescent Street, Brockton



10:30 am - 3:00 pm

Luncheon: 12:00 pm - 1:45 pm

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

Business to Business Expo Exhibitors

FREE TO WALK THE EXPO FLOOR

November 19, 2014, 10:30 am - 12:00 pm & 1:45 pm - 3:00 pm
Conference Center @ Massasoit, Brockton

ABC Disposal Services Inc.
Allegra Design Marketing Print
Bank of America Merrill Lynch
B.C. Tent & Awning
Beacon Telecom, Inc.
Bridgewater Savings Bank
Brockton Area Arc, Inc.
Brockton Area Transit Authority
Brockton Area Workforce Investment Board
Burgess Pest Management
CareerWorks
Cheer Pack North America
Costco Wholesale, Avon
Crescent Credit Union
Curry College, Graduate & Continuing Studies
Cushman Insurance Group
Eastern Bank
Family & Community Resources, Inc.
Fisher College
Fun Enterprises, Inc.
Good Samaritan Medical Center
HarborOne Bank

Hub Technical Services
Massasoit Community College
Metro South Chamber of Commerce
Minuteman Health, Inc.
Murphy, Hesse, Toomey & Lehane, LLP
Mutual Bank
Next Step Living
Old Colony Elder Services, Inc.
Old Colony YMCA
R.F. D'Agostino Insurance Agency
Rich Morgan Photography
Rob Peters Entertainment
Santander
Sharkansky LLP, CPA's
Signature Healthcare
Simpson Spring Company
Source4
St. Joseph Manor Health Care, Inc.
Sullivan Tire & Auto Service - Brockton
The Enterprise
The Ockers Company, Inc.

Keynote Speaker



Keynote Speaker Ken Gronbach is a Demographer, Futurist, Author, and Generational Marketing Expert. He has a unique and inspiring perspective on the power of people. He engages his audiences with clear, irrefutable demographic facts to forecast how shifting demography will shape cultures, governments, markets and workforces. Widely acclaimed as an expert in the field of demographics and generational marketing, Ken has written three compelling books on the subject. *Bring your whole staff as a team building experience!*

Economic Impact Award Recipients

- Village Pediatrics - Brockton
- Mutual Bank - Whitman
- Crown Linen - Brockton
- Brophy & Phillips - Brockton
- AccuRounds - Avon
- Signature Healthcare - Easton
- Beacon Communities - Easton
- IKEA - Stoughton
- Christo's-To-Go - Whitman
- Boston Fresh - Brockton

Sponsors & Special Thanks

Premier Sponsor:



Expo Sponsor:



Speaker Sponsor:



Centennial Celebrators:



Corporate Table & Contributing Sponsors:

Abington Bank
American Express/Small Business Saturday
Bank of America
B.C. Tent & Awning
Bridgewater Savings Bank
Bridgewater State University
Brockton Area Transit Authority
Brockton Community Access
Brockton Housing Authority
Conference Center at Massasoit
Crescent Credit Union
Eastern Bank
FUN Enterprises, Inc.
Good Samaritan Medical Center

HarborOne Bank
Holmes-McDuffy Florist
Massasoit Community College
Mutual Bank
National Grid
Old Colony Planning Council
Old Colony YMCA
Rich Morgan Photography
Rob Peters Entertainment
Rockland Trust
Sharkansky LLP, CPA's
Signature Healthcare
Source 4
UMass Donahue Institute
Webster Bank

Special Attendee Giveaways!

Each attendee will leave the 101st Annual Meeting Luncheon with an extraordinary gift bag, featuring foods manufactured right here in the Metro South region. Giveaways will include items from:



FB Washburn Candy Corp.

Promote Your Business at the Annual Meeting

Donate a prize for the Metro South Chamber 101st Annual Meeting Raffle and you will receive valuable exposure and direct promotion. Examples of prizes to donate: Gift certificates, savings bonds, 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.

BOARD OF DIRECTORS

OFFICERS

Chair of the Board
William Morse
Mutual Bank

President and CEO
Christopher Cooney
Metro South Chamber of Commerce

Chair-Elect
Susan Joss
Brockton Neighborhood Health Center

Treasurer
John McGovern
McGovern Business Valuation

Vice Chair Community Affairs
Loretta DeGrazia
East Coast Petroleum

Vice Chair Economic Development
Ray Ledoux
Brockton Area Transit

Vice Chair Government Affairs
Susan Joss
Brockton Neighborhood Health Center

Vice Chair Membership Development
Patricia Williams
HarborOne Bank

Immediate Past Chair
Peter Neville
Concord Foods

CHAMBER STAFF

Christopher Cooney, CCE, IOM
 President and CEO x 223

Athena Lavoie
 Director of Programs & Events x 231

Kathleen Lynch, IOM
 Membership Director x 229

DIRECTORS

Jane Callahan - *HR Alternatives*

Joe Cardinal - *National Grid*

Pat Ciaramella - *Old Colony Planning Council*

Peter Dello Russo - *Bridgewater Savings Bank*

Francis Dillon - *Stonehill College*

Steve Hall - *Control Point Technologies*

Gregory Hart - *Cohn Reznick*

Kim Hollon - *Signature Healthcare*

Richard Hynes - *Barbour Corporation*

Gigi Johnson - *Christo's To-Go Restaurant*

Robert Kenworthy - *Bank of America*

Dr. Dana Mohler Faria -
Bridgewater State University

Jim Murphy LSP - *Tracey Environmental, LLC*

Gerard Nadeau - *Rockland Trust Company*

Jonathan "Jay" Pike - *Sharkansky LLP*

Andrew Raczka - *Abington Bank*

Kathleen Smith - *Brockton Public Schools*

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

Dr. Charles Wall -
Massasoit Community College

508-586-0500 Front Desk x 221

Melanie McGrath
 Communications Coordinator x 222

Lisa Pearce
 Finance x 230

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

*Newsletter Written & Designed by Melanie McGrath
 Printing Provided by The Enterprise*



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

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

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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!

NOVEMBER Calendar

- 5** Ambassador Meeting 8:00 am
- 5** Board of Directors 12:00 pm
- 6** Business After Hours 5:30 pm
Parkside Village, 770 E. Ashland Street, Brockton
- 7** Government Affairs Meeting 12:00 pm
- 11** Veteran's Day - Chamber Open
- 13** MSBDC Free Advising Sessions Call to Schedule
- 19** 101st 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
- 27** Thanksgiving - Chamber Closed

Coming Up December

- 3** Ambassador Meeting 8:00 am
- 3** Business After Hours 5:30 pm
Eastern Bank, 1265 Belmont Street, Brockton
- 5** Ribbon Cutting Ceremony 2:00 pm
American Student Assistance, 231 Main Street, Brockton
- 9** Grow Your Business Workshop 10:00 am
- 9** Executive Committee Meeting 3:00 pm
- 11** Good Morning Metro South 7:30 am
TBD
- 12** Government Affairs Meeting 12:00 pm
- 17** Board of Directors 12:00 pm
- 25** Christmas Day - Chamber Closed

Save the Date January

- 1** New Year's Day - Chamber Closed
- 7** Ambassador Meeting 8:00 am
- 13** Executive Committee Meeting 3:00 pm
- 14** Good Morning Metro South 7:30 am
TBD
- 19** Martin Luther King Jr. Day - Chamber Closed
- 28** Board of Directors 12:00 pm

Note: All meetings are held at the Metro South Chamber Office or Metro South Business Assistance Center (BAC), 60 School Street, Brockton unless otherwise indicated.

GOODNews

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



Good Samaritan Promotes Breast Cancer Awareness

October was Breast Cancer Awareness month and Good Samaritan Medical Center embraced the campaign throughout their staff and various locations with several displays of pink to show their support. Efforts included providing staff with pink gloves from Medline Industries who donate a portion of their proceeds to the National Breast Cancer Foundation to help fund free mammograms and sponsor prevention and awareness. The hospital also distributed 800 pink flamingos to staff and volunteers with an invitation for them to decorate the birds in honor or memory of someone they know who has been affected by breast cancer. Posted photographs can be seen on the Good Samaritan Medical Center Facebook page. In addition to the gloves and flamingos, the hospital street signs located on Oak Street and North Pearl Street have been lit with pink lights in another show of solidarity and support. Visit www.goodsamaritanmedical.org for more information.

Brockton Day Nursery Receives Foundational Support

Brockton Day Nursery was recently awarded \$20,000 to implement a STEM Enrichment Program within its existing After School Academic Program (ASAP). Funding was provided by The Department of Elementary & Secondary Education through the Quality Enhancements in After-School and Out-of-School Time (ASOST-Q) Grant Program. The goal of the STEM Enrichment Program is to foster student interest in the disciplines of science, technology, engineering, and mathematics (STEM). The program will be developed under the guidance of STEM consultant, Rickie Thompson, a retired math teacher and MCAS coach, who will insure all activities supplement Brockton Public School's science and math curriculum. For more information visit www.brocktondaynursery.org or call 508-588-2700.

Old Colony Elder Services Celebrates 40th Anniversary

Old Colony Elder Services (OCES), the Brockton based regional agency serving older adults and individuals with disabilities throughout greater Brockton and Plymouth County, marked their 40th Anniversary with a luncheon celebration held at Massasoit Conference Center in Brockton recently. The theme of the celebration was "The Past, Present and Future of Home Care". In a ceremony following the address, OCES was honored with two citations. Mayor Bill Carpenter made the proclamation, "September 18, 2014 is declared as OCES Day in the City of Brockton". For more information call (508) 584-1561 or visit www.oldcolonyelderservices.org.

Mechanics Cooperative Bank Awards Scholarships

Mechanics Cooperative Bank is proud to announce Jeremy Filteau of Bridgewater Raynham Regional High School, Emily Williams of Coyle & Cassidy high School, and Michael Monte of Somerset Berkley Regional High School, as the recipients of the 2014 Mechanics Cooperative Bank Scholarship Awards! The Mechanics Cooperative Bank scholarships were creat-

ed to support local students who excelled in academics, athletics and community service, toward their pursuit for higher education. Established in 1877, Mechanics Cooperative Bank is Massachusetts' second-oldest cooperative bank with eight conveniently located branches. For more information, call 1-888-MECHANICS (632-4264) or visit Mechanics-Coop.com.

G.T. Reilly & Company Adds to Accounting & Auditing Staff

G.T. Reilly & Company has added an accounting and auditing professional to its staff. Kevin M. Campbell has joined the firm as a staff accountant and auditor. Campbell is a 2012 graduate of the University of Massachusetts, Amherst, with a bachelor's degree in accounting and a master's degree in accounting. G.T. Reilly & Company offers accounting, auditing and tax services, as well as management consulting and estate planning. Visit gtreilly.com for more information.

Call for Nominations - James Edgar Service Award

The Downtown Brockton Association is accepting nominations for the annual James Edgar Community Service Award, sponsored by Good Samaritan Medical Center. The James Edgar Community Service Award is given each year to the person who best exemplifies Edgar's spirit of generosity toward the city's children. James Edgar was an immigrant from Edinburgh, Scotland who opened Edgar's Department Store on Main Street in Brockton and became the first Department Store Santa. To make a nomination, please submit your name and contact information, the name and address of the person you're nominating, and a detailed description of how this person has benefitted the children of Brockton and why they deserve this recognition. Please keep responses to a maximum of 250 words. The deadline for submitting nominations is noon on Friday, November 7th. Please submit nominations to Robert Malley, Executive Director, Brockton Parking Authority, at rmalley@cobma.us.

HHCC 1st Annual Poinsettia Fundraiser

Home Health & Child Care Services, Inc. is holding a poinsettia fundraiser this year. Poinsettias make a great holiday gift, office gift, or decoration. Orders will be accepted until November 25, and the plants will be ready for pick-up at the HHCC office at 185 Main Street in Avon on December 6 and 7. A 6.5" potted poinsettia is \$8 and an 8" potted poinsettia is \$12. All proceeds go to support the programs of Home Health & Child Care Services, Inc. For more information or to place an order, visit www.hhcc.org or email fundraiser@hhcc.org.

Treat Yourself Well Event

Good Samaritan Medical Center is happy to announce the NEW Women's Imaging Center featuring 8,000 square feet of modern space and the latest 3D Mammography technology for early detection. Schedule your annual screening mammogram on November 4, 5, or 12 from 4 pm - 7 pm and enjoy being pampered in a relaxing environment with music, chair massage, light refreshments, roses and more. Located at 15 Roche Brothers Way (One Washington Place Building) Suite 120, First Floor, North Easton. Call 508-427-2665 to schedule.

Holiday Craft Bazaar

Held by Mayor Carpenter's office on Saturday, November 29, the Holiday Craft Bazaar is a fantastic opportunity for Brockton residents and friends from neighboring communities to showcase their handiwork and get ahead on holiday shopping! This will be a fun day filled with tons of joy and holiday cheer! There is a \$35.00 registration fee per table so please make check payable to the Mayor's Children's Fund. Tables and chairs will be provided; as well as access to electricity upon request. Please register no later than Friday, November 14th by contacting Noubé Rateau or Silvia Carvalho at the Mayor's office by calling 508-580-7123, or email scarvalho@cobma.us.

Otis Spunkmeyer & More Fundraiser at BDN

Brockton Day Nursery is hosting an "Otis Spunkmeyer & More Fundraiser" to raise money for classroom supplies including: arts and crafts materials, music, and more. With a goal of \$2,000, the fundraiser began on October 17th and will run until November 14th. Net proceeds will go directly into classroom supply budgets for programming. With a wide array of items to choose from -cookies, magazines, wrapping paper, and more- there is something for everyone. All orders will be received in time for the holidays. To find out more about this fundraiser, to make a donation, or if you are interested in placing an order, please contact Brittanie Hansbury, at 508-588-2700 or bhansbury@brocktondaynursery.org. To view the catalog, please visit: www.brocktonday.org.

Charity Guild Gala & Holiday Cabaret

On Friday, November 21, a night of Broadway and holiday music at the Charity Guild Gala will feature four accomplished singers: Bethany Conway, Nancy Gustafson, Lia Macrina and Alan Thomas, all veterans of past Charity Guild shows. Special guest stars will be Matt Cunningham, Stephanie Miele, and Father Joe Raeke, the pastor of Our Lady of Lourdes Church in Brockton. The Echoes, an a cappella group, will entertain with music of the 60's and 70's. Guests can enjoy hors d'oeuvres, dinner, and live and silent auctions. Doors open at 6 pm at the Shaw's Center in Brockton. Tickets are \$75, and all proceeds benefit the Guild's food pantry. To reserve tickets, call the Guild at 508-583-5280 or print an order form at thecharityguild.org/events/holidaycabaret.php

First Lutheran Church Christmas Fair Returns

Kaffe Stuga (Coffee House) makes its triennial return this month at First Lutheran Church! Organized under the auspices of the Martha Guild, the church's women's auxiliary, this long held tradition will continue this year on Saturday, November 15. Vendors will be set up in various locations within the church at 900 Main Street and in the Hilston Gymnasium at the Fruth Center which is located at 891 Montello Street. This event is a great time to shop for unique Christmas gifts ranging from a myriad of Swedish imports to local hand-crafted items. Home baked Swedish delicacies will be available for purchase. If you are a vendor that would like more information, please contact the church office at 508-586-9021 or visit the church website at www.firstevlutheran.org.

Free Zumba Classes with Signature Healthcare

Join Signature Healthcare for FREE Zumba classes each Wednesday evening from 5-6 pm. These classes take place in the 2nd floor of the Field House at Massasoit Community College in Brockton. If you'd like to register or need additional information, call us at 508-941-7654.

Tri-Town Veteran's Day Parade

Honor our Vets at the Veteran's Day Parade on Tuesday, November 11, being held in Bridgewater at 10:00 am. The parade steps off at Spring Street and ends at Legion Field with a ceremony at the Legion Field Gazebo. The parade theme is "Welcome Home Veterans". Awards will be given by Judges for Best Float or Theme and Best Marching Band.

Massasoit Community College "A Christmas Carol"

The Massasoit Theater Company is presenting the play "A Christmas Carol", based on the novel by Charles Dickens during the next two months. This musical adaptation will begin on November 29th and 30th and will continue into December for two more week-ends, 6, 7, 12, 13 & 14. For tickets and show times, call the Buckley box office at 508-427-1234 or visit www.massasoit.mass.edu/buckley/show.cfm to order tickets.

Old Colony YMCA Zumbafest 2014

The Old Colony YMCA is thrilled to host the 2014 ZumbaFest at the The Shaw's Center in Brockton on Friday, November 7. This exciting event will bring together the YMCA community, Zumba enthusiasts, and over 30 of the best Zumba instructors in Southeastern Massachusetts. Participate in the event by joining the dance party or sponsoring a friend, and make a significant impact in your community. The event will take place from 7:00 pm - 10:00 pm. To register: call or visit your branch, or visit www.oldcolonyymca.org.

Local Author to Publish New Brockton Book

Local historian, James Benson is pleased to announce that he has entered into an agreement with Arcadia Publishing Company to author a book on Brockton for their new "Images of Modern America" series. This new series features color photos from the 1950's to 1990's of historic buildings, people, businesses and places, and events of interest. This new Brockton title is scheduled to be released before Christmas, 2015. Meanwhile, Benson is looking for images to include in the book; if anyone has any color images of interest they may contact him by e-mail at northernheritage@comcast.net.

Brockton Garden Club Meeting

The Brockton Garden Club will hold their monthly meeting on Monday, November 24 at the Arnone School, Belmont Street, Brockton. Doors open at 6:30 pm. The topic this month is "Holiday Kissing Balls" Teddi Hickey will demonstrate how to create this lovely ornament with evergreen and ribbon. This workshop is \$7.00 for members and \$15.00 for guests, while supplies last. Socializing and refreshments included. To register or for more information, contact Teddi at 508-584-2570 or teddi@bobteddi.com.

Board Members Recognized for Chamber Service

The Metro South Chamber of Commerce would like to thank Loretta DeGrazia, Vice-Chair of Community Affairs, Steve Hall, Vice-Chair of Economic Development, and Patricia Williams, Vice-Chair of Membership Development, for their years of dedicated service to the Chamber Board and Executive Committees as they conclude their terms.



Loretta DeGrazia,
East Coast Petroleum Corp.



Steve Hall,
Control Point Technologies



Patricia Williams,
HarborOne Bank

Celebrate the Holidays with Brockton Parade

Saturday, November 29, 1:00 pm - 4:00 pm

The 28th annual Brockton Holiday Parade will take place in Downtown Brockton on **Saturday, November 29, 2014, 1:00 pm**. This year's theme will be "Hollywood Holidays!"

Downtown activities including a Treasure Hunt, free pictures with Santa, and more will begin at 9:00 am at 141-143 Main Street. City Hall Activities will take place from 10:00 am - 4:00 pm.

The parade will begin at 1:00 pm in front of the old BAT Terminal on Main Street, ending at City Hall Plaza. It will

feature creative floats, clowns, marching bands, marching processions and, of course, a very jolly man in red.

Parking is available at the parking garage located on the corner of Main and Crescent Streets. Over 2,500 people from the community, schools, and business groups march in the parade.

Musical organizations and marching processions are encouraged to participate. Awards are presented for the best floats and marchers. To participate, call the DBA at 508.587.4322.

Santa Hat Challenge - Plan to Participate

Friday, November 28, 6:00 pm



Photo by Kevin R Tocci

Join the city of Brockton on **Friday, November 28 at 6:00 pm** for the Annual Santa Hat Challenge! The Santa Hat challenge will be held this year at Legion Parkway, at 6:00 pm, along with a Tree

Lighting Ceremony.

Brockton is still determined to set the World Record for the most Santa Hats at one gathering, so join your friends neighbors, and fellow Brocktonians to make this a success. This event is sponsored by the Downtown Brockton Association. There will also be live music performed by the Brockton High School Chorus. This is a fun event and should not be missed! For more information call John Merian at 508-612-2688.

Gain Exposure With Brockton Information Boards



Gain business exposure while supporting the revitalization of the city of Brockton by sponsoring a space on the Brockton Information Boards!

The Brockton Information Boards (BIBs) feature local attractions as well as a map of Brockton containing major routes, transportation services, schools, and train stations.

Sponsors will be highlighted with a photo, logo, contact information, and description of their business. Your sponsor space will be displayed on each of the 7 boards across 6 locations. With increased visitors in Downtown Brockton due to recent and continuing developments such as Station Lofts, the Enterprise Block, and City Hall Plaza, the Boards are sure to receive increased attention.

Prices to sponsor are \$1,500 for a one-year agreement. For more information, contact Melanie McGrath, 508.586.0500 x222, mmcgrath@metrosouthchamber.com.

Thank you to our
Renewed Sponsors:



Last Chance to Advertise in Business Book!

Advertise in the 2015 Book for Business

The Metro South Chamber of Commerce is getting ready to publish the 2015 Book for Business (B4B), a four-color publication that includes a complete membership directory and guide to the Metro South region. The Book for Business is a valuable tool for you and your business.

Why Advertise?

- **Exposure:** the Book for Business is distributed to over 5,000 people and businesses in the region and receives over 10,000 views online annually. Advertising is a great way to put your business in the forefront of thousands of fellow businesses, city and state officials, visitors, and more!
- **It's Worthwhile:** Advertising in the Book for Business is a one-time investment that you can benefit from all-year round. The Book for Business is distributed all year, and available for viewing online.
- **Convenience:** Don't have the time to create and ad yourself or the money to pay a designer? Our in-house designer will create a full-color ad for you, free of charge. The ad is yours to use for additional promotions or other publications.
- **It's Cost Effective:** Ad rates start at \$450. In addition to your ad, your business listing will receive extra embellishment in the alphabetical and categorical listings, and be included on a Advertising Index page.

Don't miss the opportunity to place an ad in the 2015 Book For Business! Call Melanie at 508.586.0500 x 222 or email mmcgrath@metrosouthchamber.com for more information and for ad rates.



Discount on DJ Services for Chamber Members!



Almost 20 years ago, DJ Rob Peters began providing the Metro South Chamber of Commerce with microphones and sound reinforcement services for a program at the former

Holiday Inn, Metro South in Brockton. That was the first of many events for Rob Peters, Big Daddy Ray, and the staff of Rob Peters Entertainment.

In honor of their upcoming 20th anniversary of membership, Rob Peters Entertainment is pleased to offer MSCC members and their employees a **10% discount** on any DJ Entertainment service booked **between now and October 1, 2015**.

"Members of the Metro South Chamber of Commerce are made up of some great people...entrepreneurs, owners, managers, and employees" says Rob Peters, co-owner of Rob Peters Entertainment. "We want to help celebrate 20 great years and help promote the benefits of doing business with other chamber members by providing a special benefit to people who have helped make our experience with the Metro South Chamber of Commerce so enjoyable and beneficial."

Contact Rob Peters Entertainment today at 781-848-4235 or visit www.robpetersentertainment.com to learn more about their services and the fun that they can add to your next event!



Museum Re-opens

The Brockton Historical Society, located at 216 North Pearl Street in Brockton, recently held a Grand Re-Opening which showcased the museum's new exhibits and artifacts, updates to the building, and more. Pictured left: Jim Benson and Carl Landerholm, Brockton Historical Society.

AccuRounds Expands!

AccuRounds, Inc. recently celebrated a 20,000 square foot expansion of their manufacturing facility in Avon. Pictured right: Matthew Malone, Secretary of Education; AccuRounds CEO Michael Tamasi and his mother Dorothy; Christopher Cooney, Metro South Chamber President and CEO.



Independent at Home Celebrates Grand Opening

Healthcare Topics at Recent Breakfast

Photos: RichMorganPhotography.com, Sound: RobPetersEntertainment.com
Video: Brockton Community Access



John Jurczyk, President, Good Samaritan Medical Center



Good Samaritan's Moakley Conference Center, 235 N. Pearl Street in Brockton

Left to right: Christopher Cooney, Chamber President & CEO; Tracy Wiggins, Community Outreach Coordinator, Independent at Home, LLC; Mayor Bill Carpenter; Senator Thomas Kennedy; State Representative Michael Brady; along with members of the Independent at Home staff.

New Chamber member Independent at Home, LLC recently celebrated their Grand Opening with a Ribbon Cutting ceremony. Located at 56 Cherry Street in Brockton, Independent at Home is a client centered multi-cultural home care agency. They recognize how important it is to the health and well-being of each individual to be able to stay in their homes. Visit iahna.com to learn more.

Member-Led Workshop - Interesting, Educational!



Chamber members Aaron Gagnier and Amanda Sanford of Banker's Life recently led an informative workshop on Medicare at the Metro South Chamber conference room. If you are interested in leading an informative workshop at the Chamber about a certain topic, contact Athena Lavoie at 508.586.0500 x231, alavoie@metroouthchamber.com.



Dominique Morgan-Solomon
Steward Health Care



George Clairmont, MD
Steward Medical Group



Michael O'Leary,
Fallon Health



Paulo Gomes, Good Samaritan Medical Center; Brian Droukas, Brophy & Phillips Co., Inc.



Beth Smith, W. Bridgewater Public Library; Nicki Meade Draves, Meade Draves Consulting; Kimberly DeSousa, Good Samaritan Medical Center

Welcome to Uncommon Banking

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Richard Hooke,
 Crescent Credit Union

How long have you belonged to the Chamber? When did you become an Ambassador?
 I have been a Chamber member since I started working for Crescent Credit Union and have been an Ambassador for the past three years.

What is your business?
 Commercial services at Crescent Credit Union

How long have you been in this business?
 I started my banking career in 1992.

Please list your past experience and educational background.
 I began my banking career at Brockton Savings Bank in collections, then F.D.I.C. in liquidation division involved with the closing of several banks. I also held positions with U.S. Trust, Eastern Bank, and Santander.

How does your Chamber membership work for you?
 Chamber membership keeps me up to date with all business activities. By attending Chamber functions, I have had the opportunity to meet many business owners and city leaders.

What additional organizations do you belong to? Old Colony YMCA Board of Governors, Strong Kids Fundraising Campaign, Brockton Rotary

The Ambassador of the Quarter program highlights and rewards Ambassadors who go above and beyond in their duties as a member of the Ambassador Team.

The next **Ambassador Team meetings** will take place on Wednesday, **November 5, 2014** and Wednesday, **December 3, 2014** from 8:00 am- 9:00 am at the **Metro South Chamber of Commerce, 60 School Street in Brockton.**

The Ambassador team meets on a monthly basis to serve fellow members by providing information, resources, and member to member support, increasing awareness and promoting active participation in Chamber programs and services. Visit metrosouthchamber.com/about-the-chamber/ambassadors to view the team. If you are interested in becoming an Ambassador, contact Kathleen Lynch at 508.586.0500 x229, klynch@metrosouthchamber.com.

Festive Networking Night at Mansfield Bank

Photos by Robin Howard, www.ccdesignstudio.com



Ron Victor & Lewis Victor, Law Office of Victor and Goldman; Andrea Papadopoulou, Arista Associates, Inc.



A crowd gathers at Mansfield Bank to enjoy networking and refreshments. Left: Carol Rio, Pillsbury Florist



Dave Tetreault, Mansfield Bank; Ben Rapaport, Caitlin Kironne, & Kate Thomas-Moody, The Brockton Rox



Joanne Schneider, Eastern Bank; Lisa Holmes, SEED Corporation; Bill Benford, Mansfield Bank



AC Anders, FUN Enterprises, Inc.; Laura Bradeen, Primerica



CEO of Mansfield Bank, John Korona, welcomes guests to Mansfield Bank's West Bridgewater location on 728 West Center Street.

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Help us Reach our Goal! Chamber Centennial Innovation Campaign



Join those who have already contributed more than \$10,000. Thank you!



Grand Sponsor:



Each year, thousands of people pass through the Metro South Chamber of Commerce building, including workshop attendees and counseling clients, Business Assistance Center visitors, and individuals meeting with one of the many business resource partners. New residents and visitors also frequent the building, requesting maps and information on cultural attractions within the region.

The Chamber has a responsibility to represent Brockton and the Metro South region as the premier, modern hub of business and development, to serve as a model of innovation and progress, and to demonstrate the support and strength of the business community. The building in its current state, however, is unable to sufficiently do this.

Last year, the Metro South Chamber of Commerce kicked off the Metro South Centennial Innovation Campaign to raise \$350,000 to renovate the Chamber's historic headquarters (built by Thomas Edison as a power plant), to provide structural, aesthetic and technological improvements. We have raised nearly \$300,000, and renovations are underway, including a new roof and skylights. We are still \$50,000 short of our target, however.

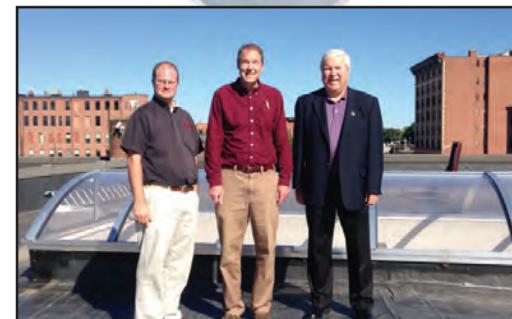
Please help us reach our goal, and show your support of the Chamber, by sponsoring a space within the building. Your contribution will also allow us to continue to provide the quality programming, services and advocacy that have become our trademark for over a century. The final tally of the Campaign will be announced at the 101st Annual Meeting on November 19th, 2014, during which time we would like to announce that we have reached our goal.

For more information on the Centennial Innovation Campaign, or to donate to the Fund, visit metrosouthchamber.com/programs/innovation-campaign.

We are available at your earliest convenience to meet and discuss sponsorship opportunities, and provide a tour of the building. For more information, please contact Christopher Cooney, Chamber President & CEO, 508-586-0500 x 223, chris@metrosouthchamber.com.

Thank you to others who have donated! We appreciate your support:

- Abington Bank
- Bridgewater Savings Bank
- Brockton Area Transit
- Brophy & Phillips Company
- Bridgewater State University
- Cushman Insurance
- Law Office of Andrew Schwartz
- National Grid
- North Easton Savings Bank
- Prism Energy Services
- Rodman & Rodman, P.C.
- Franklin Sports
- Beacon Financial Planning
- BKA Architects
- Capeway Aluminum
- Everett Auto
- WB Mason
- Sharkansky LLP, CPA's



Peter Vlaco, Brophy & Phillips; Bob Clarke, 621 Energy, LLC; John McGovern, McGovern Business Valuation in front of the new skylights on the Chamber roof, one of the updates made through the Centennial fund.

Save With Solar Energy

Did you know that going solar can drastically reduce or even eliminate your electric bill completely? With Massachusetts' electric rates soaring this fall and winter, you may want to look into solar panel systems with EnergySage!



Regardless of whether you are a homeowner or a business, electric costs can make up a large portion of your overall budget. An average monthly electric bill of \$100 becomes

\$1200 for the year and \$24,000 in 20 years, so it adds up to significant amounts of money pretty quickly. And those numbers don't factor in increases in electric rates which have grown between 2.5% and 7% per year over the past two decades. Steadily increasing, electric rates also can be volatile and unpredictable, especially if production of electricity in your area is tied to gas prices.

Installing a solar panel system at your home or business takes you out of this cycle. It either eliminates your electric bill completely or reduces it so dramatically that electricity costs are no longer a significant factor in your budget. How much you will save is a function of many factors—things like how much energy your system produces or how much you consume. The biggest determinate of savings, though, are the rates you would have paid if your electricity came from your utility. Your savings are equal to the costs you avoid by going solar, so if rates are high in your area, you'll be saving more. And, since electricity prices are guaranteed to continue rising every year, your savings will continue to grow every year over the 25 – 30 year lifespan of your solar panel system.

For more information on going solar with EnergySage, visit www.energysage.com, where you can get an instant estimate of your solar savings, compare quotes, and more!



Visit metrosouthchamber.com/programs/innovation-campaign to learn how you can help!

Updates are being made to the Metro South Chamber headquarters in Brockton, which hasn't been updated since purchased in 1988.

Make Your VOTE Count- November 4

Election Day is Tuesday, November 4, 2014. Make your vote count! Visit www.wheredoivotema.com to find your election information.



Charlie Baker, Candidate for Governor at a Good Morning Metro South breakfast



Martha Coakley, Candidate for Governor speaks at the Chamber's Annual Legislative Luncheon

Metro South Creative Economy Network

When Metro South is Home, Everything's Within Reach

About the Network

The Creative Economy network is a regional effort to accelerate the economic growth of the Commonwealth's creative industries across the state. Metro South is currently one of six regions that is a part of the Creative Economy Network. The Network implements the Commonwealth's Action Agenda to support and grow the state's creative economy industries:

- **Business Development:** Generate new opportunities for the businesses, organizations, and individuals working in the creative industries. Improve access to technical assistance, expertise, mentorship, and training for companies within the creative industries by bringing coherence and integration of the available state, regional, and local resources.
- **Access to Capital:** Increase access to direct financial support for creative industry organizations and businesses. Help coordinate trainings and mitigate barriers to access.
- **Visibility:** Bring awareness and attention to the value and quality of the creative industries in Massachusetts. Develop opportunities to connect, feature, and highlight the creative industries through events, campaigns, and content generation in traditional and social media.
- **Talent:** Develop connections to interns and college students within the creative industries. Generate initiatives for the creative industries to access and attract entry level, middle, and upper level talent.
- **Space:** Survey the existing and developing convening, incubator, and working space resources available for the creative industries. Seek additional opportunities to support the development of additional space and recruit businesses to use the spaces.

Network Partners

Lead: Metro South Chamber of Commerce

Partners: Bridgewater State University, AVDesigns, Old Colony Planning Council, Brockton Area Workforce Investment Board, Brockton 21st Century Corporation, SEED Corporation, Stonehill College, Trinity Financial.



Contact Trinity for to apply for Artist live/work space

Meet Creative Businesses in Brockton

Brockton Arts



Brockton Arts, Inc. exists to nurture, nourish, foster, and support the arts in the Brockton, MA area. They are a volunteer based 501c-3 tax exempt, non-profit educational organization charged with advocating for and promoting Arts and Culture in our communities. Visit brocktonarts.org to learn more about Brockton Arts.

Fuller Craft Museum



Fuller Craft Museum is the most exciting place to be in the world of contemporary craft. They offer a collection, exhibitions, demonstrations, workshops, and special events where you can literally touch the materials and objects. Visit fullercraft.org to learn more or stop by the museum, located at 455 Oak Street in Brockton.

What are the Creative Industries?

In Massachusetts, the creative industries include the many interlocking industry sectors that provide creative services or create and promote intellectual property products. The businesses (for-profit), organizations (not-for-profit) and individuals (sole proprietors) can be divided into the following categories:

- **Marketing:** Advertising and marketing agencies & professionals
- **Architecture:** Architecture firms & architects
- **Visual Arts & Craft:** Museums, galleries, curators, artists, artisans, & makers
- **Design:** Product, interior, graphic, and fashion design firms and designers
- **Film & Media:** Film, animation, TV, & radio businesses, organizations, & talent
- **Digital Games:** Companies, programmers, & individuals producing games
- **Music + Entertainment:** Venues, theatres, producers, musicians & performers
- **Publishing:** Print or electronic businesses & content creator, editors, & writers

Resources for Creative Industry Businesses

- **Massachusetts Cultural Council (MCC):** A state agency that promotes excellence, access, education and diversity in the arts, humanities, and interpretive sciences to improve the quality of life for all Massachusetts residents and contribute to the economic vitality of our communities. They also provide grants organizational support grants for non-profit cultural organizations and grants for individual artists, and funds for projects that create jobs and revitalize downtowns.
- **Creative Ground:** Dedicated to spotlighting the rich range of creative people and places at work in the six New England states. This online directory includes profiles for cultural nonprofits like libraries and theaters, creative businesses like television studios and design agencies, and artists of all disciplines such as performing arts, visual arts, and crafts.
- **The Cultural Data Project (CDP):** A powerful online financial management and reporting tool for arts and cultural organizations in Massachusetts to help non-profit cultural organizations understand, analyze and report on their own financial situation and create benchmarks
- **Assets for Artists:** Innovative matched savings grant program and financial and business training opportunities for low- to moderate-income artists.
- **Creative Capital:** Provides integrated financial and advisory support to artist in all disciplines by combining funding, counsel, and career development services
- **Designing an MBA:** Their goal is to help makers polish basic skills (business and bookkeeping), develop a marketing plan (online and off), while also helping develop skills specific to a craft based business (selling online and trade shows).
- **Arts and Business Council:** Arts & Business Council provides legal and business services as well as ongoing educational programs to the artists and cultural organizations within Massachusetts
- **Mass Innovation Nights:** Includes product developers, managers, and marketers showcasing new products online and at free monthly launch parties to social media enthusiasts, media, influential bloggers, potential customers, and prospective partners.
- **Mass Challenge:** An annual \$1M global startup competition and accelerator program catalyzing the launch and success of high-growth, high-impact new businesses.
- **SEED Corp:** Provides small business assistance to start-up businesses and those in the first phase of development. They have funds available specifically for creative businesses out of their Brockton Micro Loan Program
- **MSBDC:** The Massachusetts Small Business Development Center (MSBDC) Network provides one-to-one free comprehensive and confidential services focusing on, business growth and strategies, financing and loan assistance as well as strategic, marketing and operational analysis.
- **SCORE:** A volunteer organization that offers free and unlimited, in-person mentoring sessions at six branches in the Southeastern MA area. They are staffed by business professionals with broad industry expertise, ready to assist you.

Are you a creative economy business who would like to be highlighted? Want more information about the Creative Economy Network? Contact Alison van Dam at avandam@metrosouthchamber.com, 508.586.0500 x225.

RENEWING Members Thank You!

Campello-Keith Heating Oil Company	Lee Brokers & Lee Associates
Cohn Reznick	MassDevelopment
Courtyard By Marriott - Raynham	Murphy,Hesse,Toomey & Lehane, LLP
Customized Properties Inc.	Old Colony Hospice
CWB Contractors, Inc.	Siri C. Steinle Orthodontics
East Coast Transit Services, Inc.	Spark Street Auto Body
Fairway Lawn Care	Stoneforge Grill
Fisher College	Sullivan Appraisal/Marlene Ann, Inc.
Healing Hearts Holistically	Sullivan Tire & Auto Service
Health Imperatives, Inc.	Susie's Selections
HopeHealth	The Charlie Horse Restaurant
HR Alternatives	TRACEY Environmental
Joe Angelo's Cafe & Deli	USA Mobile Drug Testing of Greater
Law Office of Joseph M. Fidler	Brockton

WELCOME New Members

Hajjar Management Co., Inc. Mr. Paul Mahoney 30 Adams Street Milton, MA 02186 (617) 296-5200 www.hajjarmanagement.com <i>Real Estate/Residential</i>	Rubber Realty Mr. Alex Kravitz 928 West Chestnut Street Brockton, MA 02301 (774) 257-5447 <i>Real Estate Development</i>
Independent at Home, LLC Mr. Tracy Wiggins 56 Cherry Street, Third Floor Brockton, MA 02301 (800) 593-2454 www.iahvna.com <i>Health Care</i>	Rooks & Pawns Financial Services Mr. Leny Brisson 1280 Pleasant Street Canton, MA 02021 (617) 686-7323 www.webprex.com/6520/7 <i>Insurance</i>

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)** will hold their monthly meeting on Thursday, November 20, 6:30 pm at Bridgewater Savings Bank, 14 Main Street in Bridgewater. This event will be co-hosted by BBA members Nancy Koczela of Bridgewater Savings Bank and Elizabeth Beach Hacking of Shelf Genie. Visit bridgewaterbiz.biz for more information.

The **Stoughton Chamber of Commerce** will hold a "Roast" of former Chairman Chris Petrie on Friday, November 21 from 7:00 pm - 9:30 pm at the Portuguese National Club. Tickets are \$25 and include delicious desserts. A portion of the proceeds will go to the Food Pantry Foundation of Stoughton. Visit stoughtonma.com to purchase tickets.



The mission of the **Norwell Chamber of Commerce** is to promote the civic, economic, and social welfare of its members and the Town of Norwell. For more information, visit norwellchamberofcommerce.com.

The **East Bridgewater Business Association (EBBA)**'s next meeting will take place on Wednesday, November 5, 8:15 am at TJ Smith's Victorian House, 13 Cross Street in East Bridgewater. All EBBA members are welcome to attend. Please visit www.east-bridgewaterbiz.com for more information.



The **Avon Industrial Park Association** will hold a Blood Drive on Friday, December 12 from 1:00 pm - 6:00 pm at Logan Furniture, 1 Kiddie Drive in Avon (Door E/2nd floor). To schedule an appointment, call 800-RED-CROSS (733-2767). Visit avonindustrialpark.org for more information.

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

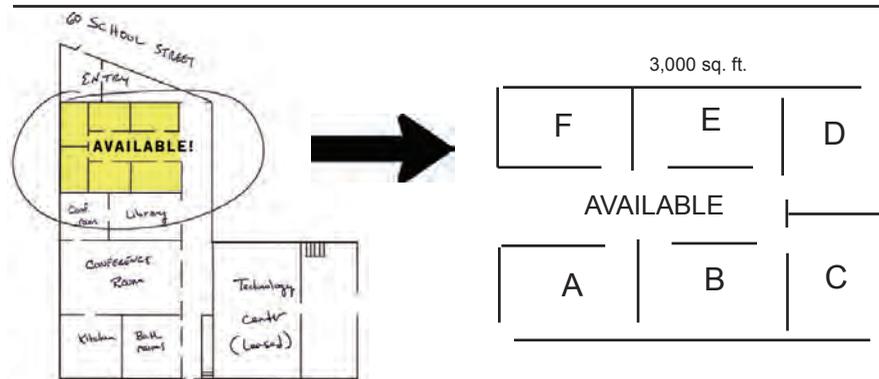


ProLink Networking Group will hold an "Open House" meeting and continental breakfast on Tuesday, December 9 from 7:30 am - 9:00 am at the Metro South Chamber of Commerce, 60 School Street in Brockton. For more information, visit www.prolinknetworking.com or contact Craig Pina at 508-408-1049, email craigpina@financialguide.com.

The **South Shore Women's Business Network (SSWBN)** will hold a Networking Lunch at Abington Ale House, 1235 Bedford Street in Abington, on Wednesday, November 12 from 11:45 am - 1:30 pm. Make new business connections over lunch! Tickets are \$25 members, \$35 for first-time guests. Visit www.sswbn.com to learn more.



Co-Locate Your Business, Suite Available



The Metro South Chamber of Commerce is offering office/suites. The Offices are located at the Chamber office 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 and seminars in the Business Assistance Center, mailing center, and hospitality area. Contact Chris for more information at 508.586.0500 x 223, or chris@metrosouthchamber.com.

Event Sponsorships Available!

Introduce your company to the Metro South region by sponsoring or hosting an upcoming Chamber event! For more information about any of these opportunities, contact Athena Lavoie, Director of Programs & Events at 508.586.0500 x231, alavoie@metrosouthchamber.com. See more events at metrosouthchamber.com/events.

- **Business After Hours:** Business After Hours are informal networking events held at member companies. Attendance ranges from 75 to 150 people. Here, businesses are encouraged to introduce themselves to other businesses, enjoy refreshments, beverages, tours, prizes, and more.
- **Good Morning Metro South:** This monthly breakfast event brings you important speakers and topics in a television show style format. Its fast-paced style attracts over 100 business people from throughout the Metro South region. It is an exceptional way to personally present your organization and services of interest to the business community. These meetings are also great places to network. Hold a breakfast at your location or sponsor one elsewhere.
- **A Taste of Metro South:** This large annual event is a community favorite that allows you to sample international tastes from area restaurants, celebrate living and working in the area, discover community organizations, and enjoy live entertainment. Over 50 vendors and a crowd of over 650.

December Breakfast-Save the Date

Thursday, December 11, 2014 • 7:30 am - 9:00 am

Save
the
Date!

Please mark your calendars and plan to join us for breakfast on **Thursday, December 11 from 7:30 am - 9:00 am** as the 2014/2015 season of Good Morning Metro South continues. Save the date and stay tuned for details to follow! For more upcoming Chamber events, visit metrosouthchamber.com/calendar-registration.

Network at New Parkside Village in Brockton

Thursday, November 6, 5:30 pm - 7:30 pm



Please join us for complimentary networking and refreshments on **Thursday, November 6**, from **5:30 pm - 7:30 pm**, at the brand new Parkside Village at the Boulders Condominiums, **770 E. Ashland Street in Brockton**. These beautiful new apartments are located near the Ames Nowell State Park in Abington.

Come and take a look at Brockton's newest residential development, managed by Hajjar Management Co., Inc! Hajjar Management Co., was established in 1992 by Charles Hajjar

in a small basement office near Boston's Fenway Park, managing two apartment buildings. Since then, they have grown into a new headquarters in Milton Lower Mills with a busy staff of twenty five, plus many field maintenance employees and on-site property managers to support over 99 properties. Visit hajjarmanagement.com

Parkside Village is phase two of transforming the original Boulders property, with 42 brand new units featuring 2 & 3 bedroom townhouses for rent. The upcoming third phase will see the construction of an additional 39 units.

Register online at metrosouthchamber.com/calendar, or contact Athena Lavoie, 508.586.0500 x231. This event is complimentary to attend.

GOVERNMENT Affairs



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

Join us on **Friday, November 7** for the next monthly Government Affairs Luncheon, from **12:00 pm - 1:15 pm** at the Metro South Chamber of Commerce, **60 School Street in Brockton**. The guest speaker will be **Michael J. Widmer**, President of the Massachusetts Taxpayers Foundation.

Set to retire at the end of this year, Michael J. Widmer has been leading the MA Taxpayers Foundation since 1992. He joined the Foundation in 1990 after more than 20 years of management and political experience in both



Michael Widmer

Sponsored by:



the public and private sectors in Massachusetts. The Taxpayers Foundation is widely recognized as the state's premier public policy organization dealing with state spending, tax, and economic policies.

If you would like to attend, please RSVP to Athena Lavoie by calling 508.586.0500 x231, email alavoie@metrosouthchamber.com, or visit metrosouthchamber.com/calendar-registration. The cost to attend is \$8 for members and \$15 for future-members and includes a light lunch.

Free Small Business Advising Sessions Available

Thursday, November 13, Schedule Your Appointment

As a business owner, you have a million decisions to make. You're not alone! The Massachusetts Small Business Development Center (MSBDC) can help you with high quality, one-on-one, confidential, no cost business advice.

Entrepreneurs and small business owners are invited to meet with a Business Advisor, for hour-long sessions at the Metro South Chamber of Commerce, **60 School Street in Brockton** on **Thursday, November 13** to discuss anything from new business start ups to existing business strategies.

MSBDC clients range from novice entrepreneurs to highly respected and



experienced business owners who receive advice in: Financial management & loan assistance, Increased profit & business growth, Internet marketing & social media, Increasing sales, Lowering operating costs, Improving customer satisfaction, Launching a business, Assisting with business plans, and more!

Appointments are required and subject to availability. To schedule a session at the Metro South Chamber in Brockton, please call the MSBDC office at (508) 673-9783, x10. For more information on MSBDC, visit msbdc.org.

Business After Hours at Eastern Bank

Wednesday, December 3, 5:30 pm - 7:30 pm

Please save the date and join us on **Wednesday, December 3** from **5:30 pm - 7:30 pm** for a Chamber Business After Hours. This networking event will take place at Eastern Bank, **1265 Belmont Street in Brockton**.

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



bank and earned their reputation as a bank that cares about its customers, communities, and employees. Visit easternbank.com for more information.

Bring your business cards and join us for an evening of networking and refreshments. Register online at metrosouthchamber.com/calendar-registration, or contact Athena Lavoie, alavoie@metrosouthchamber.com, 508.586.0500 x231. Please RSVP in advance for this complimentary event.

Rock Your Holidays & Grow Your Business!

Tuesday, December 9, 10:00 am - 11:30 am

It's that time of year – the hustle and bustle of the holiday season is upon us. There is no better time to reach out to your customers, bring new clients in, and boost repeat and referral business! Join us for a member-led workshop by Adrienne Baumann of 508 Marketing on **Tuesday, December 9** from **10:00 am - 11:30 am** at **60 School Street in Brockton**, and learn how to use online marketing to rock your holidays and grow your business!

Whether you have a retail shop, provide a specialized service, work business-to-business, or have a nonprofit in need of outreach, this workshop will provide simple, practical tips for closing out 2014 on a high note. Participants will learn:

- How to leverage social media to engage new and existing customers
- Which promotions and special offers work for your business right now
- Best ways to drive response from your emails and social posts
- Easy strategies to keep your offers looking good on a cell phone or tablet
- How to create and manage a campaign for the holidays
- Create a simple playbook to plan your marketing activities all season long
- Most importantly, how to measure your results to get more out of your effort

This session is best suited for beginners in online marketing but all skill levels are welcome. The subject matter is less about technology and more about how to grow your business or organization. To register, visit metrosouthchamber.com/calendar-registration or contact Adrienne at 508-965-3503, adrienne@508marketing.com.



American Student Assistance - Grand Opening!

Friday, December 5, 2:00 pm

Join us in celebrating the Grand Opening of American Student Assistance's new location at **231 Main Street in Brockton** on **Friday, December 5**. (Snow date is December 12). A ribbon cutting ceremony will take place at **2:00 pm**, with a reception to follow until 5:00 pm, including complimentary appetizers and desserts.



American Student Assistance is a private nonprofit dedicated to opening the gateway to opportunity by revolutionizing the way students approach, finance, and repay their higher education. ASA provides advice to students pursuing a college degree, proactive student borrower outreach, expert and unbiased loan counseling services—and partners with more than 250 colleges and universities nationwide to deliver a comprehensive responsible borrower program we call SALT™. Visit asa.org.

For more information, please contact Kathleen Lynch, 508.586.0500 x229, klynch@metrosouthchamber.com or visit metrosouthchamber.com/calendar-registration. We hope to see you there!



BUY LOCAL FROM THESE NEW CHAMBER MEMBERS!

Atina Asian Bistro



115 South Main Street, West Bridgewater
774-223-5800 • www.atinaasianbistro.com

Atina Asian Bistro is setting a new standard for Asian restaurants. Expect fabulous décor that is sleek and contemporary, friendly service, and a variety of different dining options. Enjoy everything from sushi and Chinese classic dishes to hibachi-prepared dinner with a show. Plus, with a large bar and lounge area complete with TVs, you can still have a great time out even if you're not in the mood for a big meal.

Grace Church



101 Wales Avenue, Unit D, Avon
781-297-2970 • www.that'sgrace.org

Grace Church is a growing group of friends and neighbors from all over the south metro area of Boston who have two things in common: a love for God and a passion to serve our community. We come from many different backgrounds and are in various places in our spiritual journey. Show up this weekend. We'd love to meet you. Visit that'sgrace.org to learn more.

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G. Brouillette & Son, Inc. is a family-owned business, founded in 1935. Ronald & Monique Robitaille purchased the company in 1967. We specialize in Commercial & Industrial roof systems. We are certified by Carlisle and Firestone. We have built a well respected company and are constantly striving to do our best for our customers. Visit brouilletteandson.com for more information.

Join the Chamber for Great Benefits!

YOUR BUSINESS PROFILE HERE...

...When You Join the Chamber.
Call Kathleen at 508.586.0500 x 229,
or email:
klynch@metrosouthchamber.com

60 School Street, Brockton • 508-586-0500 x 229
www.metroouthchamber.com

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

Business or Pleasure...

THE METRO SOUTH REGION: THE HEART OF EASTERN MASSACHUSETTS
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 Chamber of Commerce
Metro South Regional Economic Development Organization
For more info, contact the Metro South Chamber of Commerce,
508.586.0500 • www.metroouthchamber.com



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NEW!
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Search for available commercial sites for purchase or lease in the Metro South region, or list a property.
www.metroouthsitefinder.com

BUSINESS EVENTS Planner

November 6

Business After Hours

5:30 pm - 7:30 pm
Parkside Village
770 E. Ashland Street, Brockton

Enjoy networking & refreshments courtesy of Hajjar Management Co. Don't forget your business cards! (See page 11)

Tickets: Complimentary
Please RSVP at 508.586.0500 ext. 231

November 7

Government Affairs

12:00 pm - 1:15 pm
Metro South Chamber of Commerce
60 School Street, Brockton

Join us for lunch and guest speaker Michael Widmer, President of the Massachusetts Taxpayers Foundation (See page 11)

Tickets: \$8 members, \$15 future-members
Please RSVP at 508.586.0500 ext. 231

November 13

Free Business Advising

Appointment as Available
Metro South Chamber of Commerce
60 School Street, Brockton

Meet with an advisor from the Massachusetts Small Business Development Center for business advice (See page 11)

Free to Attend - Reserve Your Time Slot
For more information, call 508-673-9783 x10

IT'S EASY TO REGISTER!

508-586-0500 x 231
508-587-1340

E-mail: alavoie@metrosouthchamber.com

Online: www.metroouthchamber.com

Send reservation and payment to:

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

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November 19

101st Annual Meeting & Expo

10:30 am - 3:00 pm
Massasoit Conference Center
770 Crescent Street, Brockton

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

Tickets \$100 members, \$135 future-members;
Expo Tables: \$499 members, \$599 future-members
Please RSVP at 508.586.0500 ext. 231

December 3

Business After Hours

5:30 pm - 7:30 pm
Eastern Bank
1265 Belmont Street, Brockton

Join us for networking and refreshments at a member business. Don't forget your business cards! (See page 11)

Tickets: Complimentary
To register, call 508-586-0500 ext. 231

December 5

Ribbon Cutting Ceremony

2:00 pm
American Student Assistance
231 Main Street, Brockton

Celebrate the Grand Opening of American Student Assistance at their new location. Refreshments will be served. (see page 11)

Free to Attend
For more information, call 508-586-0500 ext. 229