



November
2016

www.metroouthchamber.com

Leading Businesses
Leading Communities

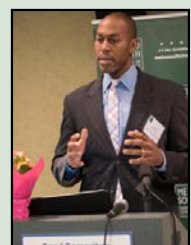


CHAMBER MISSION

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



Jeni Mathers
page 2,5



Travis McCready
page 6



J.D. Foster
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103rd Annual Meeting to Feature WB Mason Chairperson



November 16, 2016

Conference Center at Massasoit
770 Crescent Street, Brockton

Schedule:

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

Keynote Speaker:

Steven Greene- Chairperson of W.B. Mason



W.B. Mason'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



Steven Greene, W.B. Mason

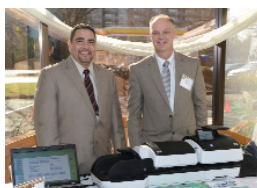
longtime employee Samuel Kovner. During his tenure, the company witnessed growth in sales to a quarter of a million dollars. He turned the company over to his daughter and her husband, Helen and Joseph Greene. Under Joseph,

W.B. Mason's offerings expanded to include office furniture; this brought their profits to nearly a million dollars by 1973.

Steven 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.

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 recipients on page 8).

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.

Be sure to schedule time before or after the Luncheon to attend the Business-to-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, \$135 for future-members. **This event will sell out, pre-registration is required.** To reserve your tickets or Expo space, please contact Athena Lavoie at alavoie@metrosouthchamber.com, (508) 586-0500 x231, or visit metrosouthchamber.com/calendar.



Gerry Nadeau Elected Chairman



The Chamber is pleased to report that Gerard Nadeau of Rockland Trust has been elected Chair of the Metro South Chamber.

Gerry has served on the Board of Directors for the Metro South Chamber of Commerce for several years prior to being elected Vice-Chairman and then Chair-Elect of the Organization. His insight and experience on many initiatives has bolstered the Chamber's success.

Gerry is the Executive Vice President in charge of Commercial Banking. He started with Rockland Trust in June of 1984 as a Management Trainee. For over 20 years he has been one of the Bank's top lenders, working his way up through the ranks of the Commercial Lending department. Gerry was promoted to his current role in 2007. In addition to the Chamber board, Gerry also serves on the Board of Directors for numerous organizations including the Stonehill College Executive Committee for Development, Southeastern MA Affordable Housing Corporation, Montello Affordable Housing Corporation, SEED Corporation, and the Brockton Boys & Girls Club.

Get Out the Vote!

Everyone says the same thing about almost every election—this may be the most important one of our lives. To help Americans get up to speed and get to the polls, the U.S. Chamber of Commerce launched VoteForJobs.com. This contains information on voter registration, absentee ballots, early voting, and polling locations. **Election Day is November 8.**



Election Day is November 8!

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



GOVERNMENTAffairs

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

Friday, November 4, 2016, 12:00 pm

Learn how to lobby to achieve your regulatory, legislative, or budgetary goals with our featured speaker, Stefanie Coxo of Nexus Werx, LLC. You will learn the different between advocacy and lobbying, determine whether you should/how to integrate lobbying into your organization, and the keys to develop a successful ask. The new legislative session is coming up fast! Do you have budget priorities you need lawmakers to support but aren't sure where to begin?

Stefanie has 15 years of combined political and non-profit experience,

Sponsored by:



Stefanie Coxo

including serving as an aide to two Massachusetts state representatives and a U.S. Congressman and Interim Executive Director of a Cape Cod non-profit. Stefanie uses her talent to provide strategic guidance and coaching on how to maximize and integrate profitability and social impact. For more information, visit nexuswerx.com.

To register, please visit:

www.metroouthchamber.com/calendar-registration or e-mail Athena Lavoie alavoie@metroouthchamber.com with your RSVP.

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 member-led workshop. This is a complimentary course with pizza provided for a light lunch while you learn! Monica will show attendees how to benefit and earn how to Shop Smart and Save Big with Shop.com:

- Travel
- Business
- Restaurants
- Health and Nutrition / Nutri-Physical
- Weight Management
- Skincare and Makeup
- Anti-Aging

SHOP.COM™

She will also educate consumers on how to navigate the Shop.com website by showing them how to get the best savings and deals when purchasing products and services.

- Cashback rewards
- Home Shopping List
- Shopping comparison
- Shop Buddy – Never miss a deal
- E-gift cards/ Discounted gift cards/ Gift cards
- Stores / Hot Deals / % Cashback shown/ In- Store pickup

Please pre-register at www.metroouthchamber.com/calendar-registration or by e-mailing Athena Lavoie alavoie@metroouthchamber.com.

MA Supplier Diversity Regional Series

Wednesday, November 2 | 8:30 am - 12:00 pm

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 from 8:30 am to 12:00 pm. Please register online at sdregionalseriesbrockton.eventbrite.com.



Starting or Growing a Veteran-Owned Business

Thursday, November 3 | 8:30 am - 4:30 pm

Boots to Business Reboot is a two-step training program that provides participants an overview of business ownership as a career vocation, an outline and knowledge on the components of a business plan, a practical exercise in opportunity recognition, and an introduction to available public and private sector resources. Step one is the Introduction to Entrepreneurship course eligible to all veterans, servicemembers, and spouses. Step two is an eight-week online Foundations of Entrepreneurship course.

To register for this event, please visit bit.ly/2ehkYgF. It takes place in the Bruce C. Bolling Municipal Building Roxbury Innovation Center, 6th floor, on 2300 Washington Street, Boston.



Business After Hours at the Enterprise Center

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



Trinity Management, Inc. will hold a Business After Hours networking event on Thursday, November 3, from 4:30 pm - 7:00 pm, at the Enterprise Main building, 64 Main Street in Downtown Brockton. Trinity Financial, Inc. invigorated downtown Brockton

with its new Enterprise Center. The first phase of the development consists of 113 units of housing in a newly constructed building along Centre Street. The event will take place in the building's available restaurant space. Be the first to view this unfinished space! Please be sure to wear comfortable footwear. This event will feature networking, food, raffles and more. It is complimentary to attend, but preregistration is required.

Complimentary food and beverage will be provided by Abington Ale House. You can register online or contact Athena Lavoie at (508) 586-0500 x 231, alavoie@metroouthchamber.com.

ENTERPRISE CENTER



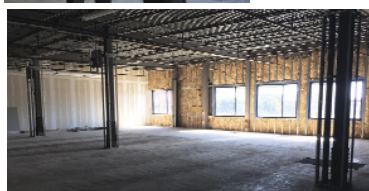
Enterprise Center Commercial Space Available

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. 52,000 square feet are set aside for retail/commercial space.

Four floors of space are available for offices, retail and restaurant areas. If you are interested in being a part of the exciting transformation of downtown Brockton, or for more information, please contact Jonathan Brahmer at Trinity Financial, (617) 720-8400, or email jbrahmer@trinity-financial.com.



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



BOARD OF DIRECTORS**OFFICERS**

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Susan Joss
Brockton Neighborhood Health Center

President and CEO
Christopher Cooney
Metro South Chamber of Commerce

Chair-Elect
Gerard Nadeau
Rockland Trust Company

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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 Flecchia
 Office Assistant x 221

*Newsletter Written & Designed by Kelsey Lynch
 Printing Provided by The Enterprise*



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
 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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DIRECTORS

Paul Anghinetti - Bank of America

Jason Barbosa - Vicente's Tropical Grocery

Jane Callahan - HR Alternatives

Joe Cardinal - National Grid

Joseph Casey - HarborOne Bank

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Peter Dello Russo - Bridgewater Savings Bank

Francis Dillon - Stonehill College

Kim Hollon - Signature Healthcare

Richard Hynes - Barbour Corporation

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 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 Usovich - 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

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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

3	Business After Hours <i>Enterprise Center, 64 Main Street, Brockton</i>	4:30 pm
4	Government Affairs Meeting	12:00 pm
9	Ambassador Meeting	8:00 am
9	SHOP.com Workshop	12:00 pm
11	Veteran's Day	
16	103rd Annual Meeting & Expo <i>Conference Center at Massasoit, 770 Crescent St, Brockton</i> Expo Begins Annual Meeting Luncheon Expo Ends	10:30 am 12:00 pm 3:00 pm
24	Thanksgiving - Chamber Closed	
25	Chamber Closed	
26	Brockton Holiday Parade	1:00 pm

Coming Up December

7	Ambassador Meeting	8:00 am
9	Government Affairs Meeting	12:00 pm
13	Executive Committee Meeting	3:00 pm
14	Good Morning Metro South <i>Concord Foods, 10 Minuteman Way, Brockton</i>	7:30 am
15	Business After Hours <i>Randolph Savings Bank, 129 North Main Street, Randolph</i>	5:00 pm
21	Board of Directors Meeting	12:00 pm
26	Christmas Day Observed- Chamber Closed	

Save the Date January

11	SBA Workshop	2:30 pm
16	Martin Luther King Day- Chamber Closed	
18	Good Morning Metro South <i>Martin Institute at Stonehill College, 320 Washington Street, Easton</i>	7:30 am
26	Martin Luther King Day- Chamber Closed	8:00 am



Brockton's J.M. Pet Resort's Their Pet Vet service expanded recently with a brand new Surgery Center, staffed with fully qualified, caring veterinary specialists who provide mobile care for cats and dogs.

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

GOODNews

Members - Send Good News to
kelsey@metrosouthchamber.com

Sponsored by:  Good Samaritan Medical Center
A COMMUNITY CARE ORGANIZATION

Free Climbing at Central Rock Gym

Central Rock Gym at 445 High Street, Randolph will be offering free climbing for anyone interested from 9:00 am - 1:00 pm Saturday November 19th and Sunday November 20th. Staff will help kids and adults interested in trying a new sport. Each person will receive an hour of climbing time including gear and instructor. A non-mandatory \$10 follow-up class will meet at 10:00 am and 12:00 pm. A waiver is required and may be completed by a parent or guardian for any child under the age of 18. You can fill out the waiver online and obtain more information at www.centralrockgym.com.

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.

Good Samaritan Orthopedic Workshop

Good Samaritan Medical Center in Brockton is hosting "Shoulder Pain? Get Answers," a free Fall Orthopedic Lecture. It will be held from 6:00 pm to 7:30 pm and refreshments will be served. The event begins with a presentation from physician Ray Pavlovich and refreshments, and finishes with a Q & A from the audience. It takes place on November 9 at the Abington Ale House, at 1235 Bedford Street in Abington.

Office Skills Readiness Program

The Brockton Community Development Corporation is hosting a series of classes from Monday, November 7 through Thursday, December 1 on basic office skills. Each session takes place at the Converge Christian Center at 1267 Main Street in Brockton from 6:00 pm to 8:00 pm. Subjects include computer basics, internet research skills, Microsoft Office software, and character skills. For more information, including a full list of classes, please call (508) 580-1400. Email brocktoncdc@gmail.com to register.

New Supermarket Job Fair

Brothers Supermarket will host a job fair to prospective employees of the new Randolph grocery store that opens this December. On Saturday, November 12, bring your resume to 300 North Main Street in Randolph from 12:00 pm to 5:00 pm and apply!

Brockton Breakfast Gathering

Self Help Inc. is inviting you to a breakfast buffet in the Shaw Center, 1 Feinberg Way on Wed, November 2, 2016, 9:00 am - 12:00 pm where we can talk and begin to plan how to work closer with each other, share resources, and solve problems. Self Help Inc., the Community Action Agency serving the Greater Brockton and Greater Attleboro areas needs your thoughts and ideas on how we, as a community made up of residents, businesses, agencies, municipalities, law enforcement, and faith-based groups can come together and talk about healing our cities and towns.

Concert by The Berry Collective

Boston-based period instrument ensemble The Berry Collective presents a program of rarely-heard chamber music by Mozart, J.C.F. Bach, Shobert, and Boccherini. This program will feature works for violin, cello, and piano. Berry and her musicians specialize in playing instruments (or replicas thereof) from the time the music was written, and also study how music was played then in order to transport audiences back hundreds of years. The concert will take place at the Christ Congregational Church, 1350 Pleasant Street, Brockton at 2:00 pm on Sunday, November 20.

Council on Aging Will Host Veteran's Breakfast

Join the City of Brockton Council on Aging for a Veteran's Breakfast on Wednesday, November 9. The event begins with a wreath ceremony at 9:00 am with breakfast served at 9:30 am. Enjoy a patriotic performance by Sergeant Daniel Clark, "The Singing Trooper." The events cost is \$3.00 for non-veterans, and free for veterans. Please call (508) 580-7811 to reserve a seat. Sign-up concludes on Tuesday, November 2.

Bridgewater State Presents Mickey Cochrane

Bridgewater State University's Maxwell Library, 10 Shaw Road, will host an event on Bridgewater baseball player Mickey Cochrane at 7:00 pm on Thursday, November 3. Baseball historian Charlie Bevis will discuss "Bridgewater's Native Son: Mickey Cochrane and Early New England Baseball History." An exhibit of authentic Cochrane memorabilia will be on display beginning at 6:30 p.m., along with food and refreshments. For more information, please contact Orson Kingsley, head of Archives & Special Collections, (508) 531-1389; orson.kingsley@bridgew.edu.

Kids' Clay Studio Workshop

Kids' Clay Studio will conduct an introductory training work shop for kids ages 6-10 at the Fuller Craft Museum from Saturday, November 5 to Saturday, December 3. In this introduction to hand-building techniques our experienced teachers will explain all steps of the clay process and encourage individual creativity. All pieces will be fired in the kiln; the last day is "Glaze Day". A fee of \$40 for members and \$95 for non-members will be required. Fee includes all materials. For more information and registration please contact the Fuller Craft Museum at 508-588-6000.

An Evening With Hank Phillippi Ryan

On Wednesday, November 16 at 7:00 pm, author Hank Phillippi Ryan will appear at the Canton Public Library to discuss and answer questions on her new novel, Say No More. Hank Phillippi Ryan takes on the hard investigations—both in her longtime career as an on-camera investigative reporter for Boston's NBC affiliate WHDH-TV, and also in her gripping and thrilling books which are inspired by many of the cases she cracked. The event is free and open to the public. Refreshments will be served.

Cooking With Chocolate

The Abington Public Library will welcome Chef Liz Barbour of The Creative Feast for a cooking demonstration, "Cooking with Chocolate," on Thursday, November 3 at 7:00 pm. Barbour will demonstrate two delicious recipes featuring chocolate as the main ingredient. All audience members will receive recipes and tasting samples. To register, please call the Abington Public Library at (781) 982-2139 or email Deborah Grimmert at ablib@ocln.org. 35 spaces are available for adults and teens age 16 or older.

Inside Bridgewater Triangle

You've heard Spooky Southcoast talk about The Bridgewater Triangle—and sending teams to investigate it—for 10 years now. But now, for the first time ever, the Spooky Crew is taking you inside The Bridgewater Triangle! We investigate four unique sites as part of this event: the Reverend Keith Parsonage, the Old Bridgewater Historical Society building, the Old Cemetery and War Memorial Park. Tickets are \$99 each. A pizza dinner will be offered with snacks and beverages throughout the night. The event will meet at 162 Howard Street, West Bridgewater, on Saturday, November 5

from 6:30 pm to 1:00 am.

Old Colony Elder Services Appoints Krista Walker

Old Colony Elder Services (OCES), the non-profit agency proudly serving older adults and individuals with disabilities throughout greater Plymouth County and surrounding communities, has appointed Krista Walker as Nutrition Program Supervisor. In her role at OCES, Ms. Walker will supervise OCES' nutrition sites, managers and drivers throughout the greater Plymouth area to ensure daily meal delivery fulfillment. Ms. Walker is a Certified Health Education Specialist (CHES) and holds a Bachelor's degree in Health Education from Bridgewater State University, and a Master's degree in Nutrition Education from Framingham State University.

Three Generations of Brown Artists Reception

Artist Michael Brown is back and he has brought his kin with him! The three generations of Browns consist of Mike Brown and his two sons, Kurt and Colby, and granddaughter, Leilani. The family works in different mediums. Mike Brown works in water color, stained glass, and mixed media. Colby Brown sculpts chiefly working with plasticine. Leilani Brown uses pen and ink as well as watercolors. Son Kurt T. Brown owns and operates the Gallery Tattoo Studio in West Concord. The public is welcome to view the art during open library hours during the month of November and to meet the artists at this reception. Refreshments will be served. The presentation is located in the Driscoll Art Gallery. (PHONE NUMBER)

DCAMM Focus Groups

Massachusetts needs your input! Division of Capital Asset Management and Maintenance (DCAMM) cordially invites you to a Focus Group of Business Owners. This is your chance to share your experiences and insights into doing business or attempting to do business in Massachusetts. Each group interview will include design and construction business owners who provide services in construction and design. Your comments will be kept confidential, according to established legal and policy standards. No information attributable to you will be included in the final report. Meetings will be held in Metro Boston, Springfield, Worcester, Lawrence, and Acushnet-New Bedford. Meetings will occur from December 6-15. For information on your area's event and to register, please visit interviews.nera.com.

Chamber Welcomes New Intern, Luis of Belize



International student Luis Ramos of Bridgewater State University has accepted a position at the Metro South

Chamber of Commerce and has begun working as a Graduate Assistant Intern. He will work in conjunction with the staff to develop membership programs and events.

He will assist staff in developing programs and events in a timely professionally and financially responsible manner; help with preparation of marketing materials; aid in the arrangement and registration of seminars, workshops and other events; and perform in other chamber duties as needed. We are happy to have him aboard and appreciate the help he will provide.

J.M. Pet Resort Thrives, Expands Services



J.M. Pet Resort Owner Jeni Mather and Chamber CEO and President Christopher Cooney

At J.M. Pet Resort, their job is to help clients and their pets look forward to seeing them throughout their pet's long and happy life. For the past 18 years J.M. has been wholeheartedly dedicated to its clients, their animals and their community. Their total commitment to a pet's well-being is more complete than ever with the opening of a new mobile veterinary clinic, J.M. Pet Vet. They strive to help families help pets stay healthy

and safe with solutions for all of a cat or dog's needs. Please visit <http://jmpetreort.com/> for more information.

Town Signs Compact to Work with State

Excerpts from the Brockton Enterprise's "Town Signs Compact to Work with State," by Charlie Peters, who may be reached at cpeters@enterpriseneews.com.

On Tuesday, Lt. Gov. Karyn Polito not only certified a state agreement; her personal appearance in town energized officials as they engaged in an economic redevelopment plan.

Polito signed a Community Compact with the town of Hanson on Tuesday afternoon, creating a partnership between the state and town that opens Hanson up to grand opportunities and strives for the implementation of best practices for municipal projects.

"I think the visit of the lieutenant governor had an air of excitement around it," Town Administrator Michael McCue said. "Obviously the lieutenant governor (as) well as the governor have many issues on their plates and for her to take the time to personally visit impressed many of us. It also shows the commonwealth's commitment to the program."

The Community Compact program was Gov. Charlie Baker's first executive order and intended to strengthen the relationship between municipal governments and his administration. Through the compact, towns and cities can receive additional resources to implement best practices outlined by the state while completing related projects.

Hanson's agreement centers around the town implementing best practices in the area of economic development. McCue said those practices would come into play in the pursuit of the redevelopment of the Plymouth County Hospital parcel and sections of Route 27 in South Hanson.

Hanson joins a long list of other towns in the region that have signed community compacts. About 75 percent of the state's 351 towns and cities have a partnership with the state. Locally, only Stoughton, East Bridgewater and Raynham are without community compacts.

Ambassador of the Quarter

John King
Cirees, Inc.
540 Granite Street
Braintree, MA, 02184
(781) 849-7262
www.cirees.com

What is your business?
My business involves architecture, engineering and planning.

How long have you been in this business?
I have been in business for 14 years.

Please list your past experience and educational background.
I attended Engineering Night School at Northeastern University.

How long have you belonged to the Chamber? When did you become an Ambassador?

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



John King, Cirees, Inc.

I have been a member of the Metro South Chamber of Commerce since June 2011. I became an ambassador in September of that year.

How does your Chamber membership work for you?
My chamber membership serves me well. I am able to network with other businesses and promote my own at Chamber events.

What additional organizations do you belong to?
I am also a member of the National Association of Industrial and Office Properties (NAIOP), the International Council of Shopping Centers (ICSC), and the South Shore Chamber of Commerce.

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 Holiday 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.org.

Also enjoy a holiday concert presented by the Brockton Pops Orchestra on **Sunday, December 11 at 3:00 pm** at Brockton's West Middle School. Lift your spirits at this celebration of Assistant Conductor Dr. Emilian Badea's 10th Anniversary with the Holiday Pops. Listen to (and sing along with) your favorites and new gems from around the world. It will be truly memorable celebration!

Heartland Payment Systems Payroll Services



Robert Sansone, Relationships Manager of Heartland Payment Systems

Heartland Payment Systems is a proud member of the Metro South Chamber of Commerce. As the chamber's Preferred Payroll Provider, they are pleased to offer fellow chamber members a 10% discount on payroll services when you enroll before December 31, 2016. If you are interested, please contact Bob Sansone at (617) 803-3393 or at robert.sansone@e-hps.com. Keep an eye out for a letter describing this offer in more detail.

Heartland is a leading business technology company (A+ BBB rated) that provides employee payroll services to entrepreneurs ranging in size from small to large.

Workshop Certifies Businesses



In partnership with the MA Supplier Diversity Office (SDO) and sponsor Crescent Credit Union, the Metro South Chamber offered a workshop to show local business owners how to apply for government certification as a Minority (MBE), Women (WBE), and/or Disadvantaged Business Enterprise.



ArtWeek Highlights Local Talent



Brockton's ArtWeek was a success for local creative minds. Pictured here is local group Know Sound's presentation, *An In-depth Look at Beat Production*. Producers from The Sound Lab, a local studio, showed interested viewers how beats are created during music production.

Massasoit Celebrates 50 Years at Gala



Brockton's Massasoit Community College celebrates 50 years serving their community. A humble origin in 1966 precipitated growth through the following decades to create a school that now serves thousands of students annually. Pictured are Gold Sponsor and Board Member Dick Frye, President Charlie Wall, and Chamber President and CEO Christopher Cooney.



Rail Transportation Forum Features Gov. Dukakis



Former Massachusetts governor Mike Dukakis and Chamber CEO Chris Cooney at the Silver City Galleria Mall for the recent South Coast Rail Forum. This featured a discussion about a new Commuter Rail route that would initially pass through Brockton until a Stoughton route could be completed.

MA Life Science Center CEO at Breakfast



Christopher Cooney, CEO of Metro South Chamber



Keynote Speaker Travis McCready, CEO of the MA Life Sciences Center



John Polanowicz, Good Samaritan Medical Center



Fedra Ferro, Tufts Health Plan, Sponsor



John Polanowicz, Monique Aleman, Good Samaritan Medical Center, Rob May, Brockton City Planner



Sue Joss, Rob May, John Polanowicz, Travis McCready, MA Life Sciences Center Chris Cooney, Chamber President and CEO



Metro South Chamber members recently heard from Travis McCready, President & CEO of the Massachusetts Life Science Center about bio-tech initiatives across the state.

Massachusetts leads the country in the BioTechnology Industry with over 500 companies located within the state. The Metro South region is home to over 40 of these companies. The Metro South region provides exceptional location and value for BioTech companies interested in locating to the area. In addition, the region contains valuable resources

such as New England's only desalination plant, an expanded and upgraded water reclamation facility, a skilled workforce, four institutes of higher education and three technical schools.

The Metro South Chamber advocates for the attainment of higher bio-ready designations in Metro South in order to position the region to better market resources and assets to attract life science companies and create jobs. Because of the state's rich history in biotechnology, many of its cities and towns, with the state government's support, have increasingly adopted local policies that greatly ease the pathway for renovation or new construction of biotech laboratory and manufacturing facilities. Below are a list of area bio-ready designations.

Platinum

Canton, Southfield (Abington, Rockland and Weymouth)

Gold

Brockton

Bronze

Abington, Randolph, West Bridgewater

For more information on the Massachusetts Life Science Center, visit www.masslifesciences.com. For more information on bio-ready communities, visit www.mass-bio.org.



Event Held to Highlight Domestic Violence



Chamber President and CEO Chris Cooney recently participated in the Purple Tie Attire event at the Martin Institute in North Easton as a member of the Inaugural Class of Purple Tie Guys. The Purple Tie Guys are dedicated to improving the health and well-being of low-income or vulnerable families in Southeastern Massachusetts, particularly with their Violence Prevention & Intervention Programs. This event was held at Stonehill University's Martin Institute

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Elected Officials and Business Leaders Meet at Legislative Reception



Gerry Cassidy, State Representative, Francis T. Grimmins, Jr., Avon Town Administrator, and Louis Kafka, State Representative



Shaynah Barnes, City of Brockton Counselor-at-Large, Richard Hooke, Crescent Credit Union, Francis Dillon, Stonehill College



Pat Garamella, V.C. Economic Development, Francis Hegarty, Chairman of the Avon Board of Selectmen



Robert Creedon, Plymouth County Clerk of Courts, Francis T. Grimmins, Jr., Avon Town Administrator, Paul Sullivan, Town of Avon, Brian Donnelly, Cost Management Solutions



Laurie Silva, Brockton Public Schools, Bob Wisgirda, Plymouth County Charter Study Commissioner



Frank Lynam, Whitman Town Administrator, Kevin Lynam, Whitman Hanson Regional School Committee Member, Robert Creedon, Plymouth County Clerk of Courts



Sue Joss, Chamber Chairperson, CEO, BNHC

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Photos by: *Robin Howard of c&c design studio*



Francis Dillon, Stonehill College



Ray Ledoux, Chamber Executive Board



Gerry Cassidy, State Representative



Sue Joss, Ray Ledoux, Suzanne Bump, Massachusetts Auditor, William Morse, Mutual Bank, and Christopher Cooney, Chamber President and CEO

New Diner Coming to Stoughton



Pictured is the progress of construction on a new Sonic Diner on route 138 in Stoughton. The new restaurant is scheduled to open in November.



AIPA Event



This month, the Avon Industrial Park hosted its annual Picnic in the Park. The Avon Industrial Park was established in 2010 to communicate with town officials and address common problems. The park's businesses host this event annually to provide an opportunity for members of the community to learn about the area and its opportunities.



Symphony Performs in Brockton



The Brockton Symphony hosted a centennial concert honoring 100 years of the Rotary Foundation. The Rotary Foundation is a nonprofit organization that transforms donations into charitable projects including polio vaccination and disaster recovery, among many others.



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Special Giveaway to All Lunch Attendees!

The Chamber is excited to feature Monikka Moscato in a gift bag at the 103rd Annual Meeting. This beverage is provided courtesy of MJB Wine Group and Westgate Liquors. Also included is new non-GMO caramel dipping sauce courtesy of Concord Foods, perfect for apples, cookies, and other desserts. A Metro South flash drive bracelet adorns the attractive carrying bag.



Promote Your Business at the Annual Meeting

Donate a prize for the Metro South Chamber 103rd Annual Meeting Raffle and you will receive valuable exposure and direct promotion of your products and services. Examples of prizes to donate: Gift certificates, savings bonds, bottles of wine, passes to cultural or educational events, free ads, clothing, and more. 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 or to donate a prize.



Economic Impact Award Recipients

Baynes Electric Supply Co., Inc.
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Brockton
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West Bridgewater
Central Rock Gym
Randolph
PPG Aerospace- Cumming Microwave
Avon Industrial Park
Residence Inn Boston
Bridgewater

Russell & Pica Funeral Home
Brockton
Santana Restaurant
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North Easton

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Victory Human Services
W.B. Mason

Whelan Associates Open New Medical Site



Whelan Associates staff, including President William M. Whelan and Chairman William N. Whelan, are joined by tenants of Three Washington Place which include McNeil Orthopedics and Trinity Family Medicine, as well as elected officials including Dottie Fulginetti, Daniel Murphy and David Colton from the Town of Easton.



Senator Michael Brady and William M. Whelan, President of Whelan Associates



Whelan Associates, LLC, a New Bedford based Strategic Real Estate Company, recently celebrated the grand opening of Three Washington Place with a ribbon cutting ceremony. Three Washington Place is a 26,000 sq ft, two-story, Class A Medical office building located on Route 138 in Easton. Three Washington Place is the third building to be developed at Washington Place, a 126,000 sq ft, Class A medical office park. Whelan Associates will be recognized for their investment at the 103rd Metro South Annual Meeting where they will be presented with an economic impact award. For more information on Whelan Associates, or for information on leasing a space at Three Washington Place, please visit www.whelanassociates.com.

Chamber Partners on Jobs, Wellness

One of the largest challenges facing businesses today is the attraction and retention of a skilled and educated workforce and the proper matching of employers with talent. The Metro South Chamber of Commerce has formed recent partnerships that will better position the region to tackle workforce challenges.

Chamber Partners with Adecco

The Chamber has partnered with Adecco, the largest staffing firm in the world, to provide space to meet with potential candidates for hire at Amazon.com's facilities in Stoughton. The 328,000 sq ft Stoughton Amazon warehouse recently created over 125 new full-time jobs. Amazon will be hiring some 120,000 people across the country to fill seasonal openings at fulfillment centers, like in Stoughton. Last year, more than 14,000 of the seasonal employees stayed on in regular full-time positions after the holidays creating opportunity for local residents.



Left to right, Adecco members Carolyn Ferguson, Elma Velic, and Griselda Mattzer; Chris Cooney, Chamber CEO

Chamber Partners with American Labor

The Chamber has partnered with American Labor, a company that specializes in permanent and temporary recruiting and staffing particularly within manufacturing, professional, administrative and hospitality industries, to provide professional office space within the Chamber building at 60 School Street in Brockton to meet with clients.

Chamber Selected for Working on Wellness Program

The Chamber has been selected to participate in the Massachusetts Working on Wellness program. The program will engage staff to create a worksite wellness program and implement a strategy for community awareness and participation, encouraging healthy behaviors and lifestyles. Wellness programs are part of a growing trend in healthcare to provide preventive health services in order to increase workplace satisfaction, productivity and retention and lower employer health care costs.



Investment Workshop Sets Plans for Future



Last month, the Chamber hosted a free workshop for community members interested in diversifying their portfolios and learning the basics of investment. Pictured are speakers Laura Bradeen and Maria Kishboid.



Election Impact on Economy- December 14, 2016

Join us on December 14 from 7:30 am to 9:00 am for December's Good Morning Metro South event! The event begins at 7:30 am at Concord Foods, 10 Minuteman Way, Brockton. Register online at metrosouthchamber.com/calendar-registration. 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.

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 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. You can register online or contact Athena Lavoie at (508) 586-0500 x 231, alavoie@metrosouthchamber.com.



Guest speaker J.D. Foster, United States Chamber of Commerce's Vice President of Economic Policy Division and Chief Economist

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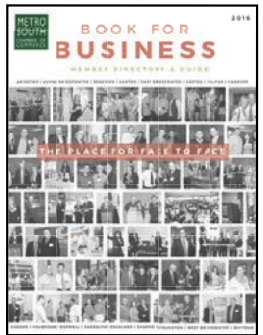
Advertise in the 2017 Book for Business

The Metro South Chamber of Commerce is getting ready to publish the 2017 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!
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Don't miss the opportunity to place an ad in the 2017 Book For Business! Call Kelsey at (508) 586-0500 x 222 or email kelsey@metrosouthchamber.com for more information and for ad rates.



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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.



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.

The **Stoughton Chamber of Commerce** aims to encourage a healthy and successful business environment in and around the Town of Stoughton, promoting its members and representing the entire membership on matters of local and political importance. For more information, visit stoughtonma.com



The **Norwell Chamber of Commerce** is hosting a Business After Hours event at Pat Roche NVNA Hospice Home on Thursday, November 10 at 5:00 pm. Members and future members are invited. Register online at 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 for more information.



The **Avon Industrial Park Association** will host a blood drive on Monday, December 12 from 11:00 am to 4:00 pm. The event will take place at Logan Furniture on 1 Kiddle Drive, Avon/Door E/2nd floor. For more information, call Bob Costa at (508) 586-0900. Visit avonindustrialpark.org.

The **Randolph Chamber of Commerce** is hosting the Boston Higashi School Job Fair at 800 North Main Street in Randolph on Wednesday, November 9 from 6:00 pm to 8:00 pm. Open positions at Higashi include teachers, residential instructors, day care staff, and many more. Please visit bostonhigashi.org for more information.



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 or contact Craig Pina at (508) 279-4194 or email craigpina@gmail.com.

The **South Shore Women's Business Network (SSWBN)** is dedicated to the success of its members. From banks to human resource professionals, from insurance providers and attorneys to editors and realtors, you're bound to find people who share your business concerns. Please visit www.sswbn.com to learn more.



Business Credit Survey Underway

The Metro South Chamber of Commerce is partnering with the Federal Reserve to conduct a Small Business Credit Survey for both start-up and existing businesses, and we'd like to ask you to participate. Your answers will inform service providers and policymakers about real-time business conditions.

This short survey will take approximately 9 minutes and will ask about business conditions, financing needs, and credit experiences. Summary results will be shared with you. Responses are confidential and will help to improve programs and services for current and potential small business owners.

For more information and a link to the survey, please contact Kelsey at (508) 586-0500 ex. 222 or online at kelsey@metrosouthchamber.com. The link will be available until November 23.



Reground Fairground Study Completed

This month, the Chamber's board meeting featured speaker Dan Hodge, principal of Hodge Economic Consulting, who researched the Brockton Fairgrounds. Hodge delved into the size, value, and infrastructure of those 65 acres. The area's strengths include its proximity to Route 24 and downtown and well-built utility access. The Fairground is also consolidated under a single owner and lacks government wetland preservation restriction.

Potential futures for this space include retail-focused redevelopment, an athletic complex, an industrial park, a residential area, a mixed residential-commercial zone, and a casino. Retail would provide jobs, but faces competition from Westgate Mall. An athletic complex would be appreciated, but would provide less employment and tax revenue. A business park would provide the greatest workforce and revenue impact, but would require additional time and money for construction. A hybrid residential and commercial zone would provide a blend of cost effectiveness and income; 30-40 single family homes would mingle with 30-45 acres of business development. The casino would be a windfall of profit, but Brockton may not obtain a license.

Hodge's study will provide a foundation upon which the City of Brockton can build to develop this land. His information is invaluable to the Fairgrounds' future.â

Calling Businesses: Support Mentoring

The Metro South Chamber is pleased to announce the kick off of our Youth Career Connect (YCC) Mentor Program. The Brockton Area Workforce Investment Board and the Brockton Public School District have partnered on a multi-year initiative, Youth Career Connect to support youth in developing interest and the required skills for high demand, high skill jobs in STEM industries.

As part of this initiative, we are seeking 45 mentors in the fields of Healthcare, Information Technology and Manufacturing to work with youth over the coming year. As a leader in the business community, we are asking you to recruit an interested member(s) from your company to become a mentor to one or more of these youth who are striving to find their future. The time requirements of the position are:

- Attendance at the YCC Mentor orientation
- Attendance at Mentorship Day Event
- 1 conversation per month for 12 months



The mentoring should center around career choices and preparation to succeed in the workforce environment and can occur at the high school or your agency. This opportunity will not only directly benefit the participants, but will help increase the economic opportunities within our region.

We ask that you to submit a Mentor nomination and/or application by November 18th at: www.bawib.org/initiatives/youth-careerconnect/ A staff member will follow-up directly with the nominated employee or applicant with details on the program and the responsibilities. For more information, please contact Dave Edwards, Youth Career Connect Coordinator at dedwards@bawib.org or (508) 584-9800 ext. 30.

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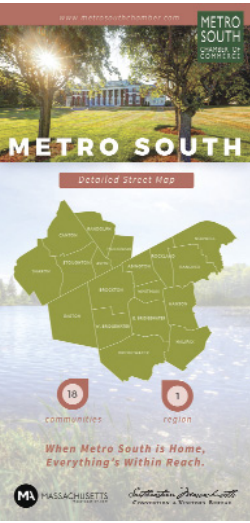
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Learn more by visiting sema.score.org or by calling (508) 587-2673.

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@metrosouthchamber.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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If you answered "yes" to any of these questions, solar energy may be the answer for you!



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 Expedite of solar installation."

It takes 5 minutes to get started. Go to www.energysage.com/p/metrosouthchamber 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@metrosouthchamber.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.

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Do You Have an HR Question?

Try the Human Resource Hotline

What should employers be doing now in preparation for the December 1 overtime rule changes?

Review job descriptions to ensure that they accurately reflect current job duties. Using the updated job description, **confirm the classification as exempt or nonexempt** based on the "job duties test" as defined by the DOL.

Identify which employees are classified as exempt (Executive, Administrative or Professional) and **earn less than \$913 per week** (\$47,476 per year).

Estimate the costs of either increasing their salaries to \$913 per week or reclassifying them as nonexempt and paying overtime when they work more than 40 hours per week.

Review and republish your overtime policy to clarify when working overtime is allowed and if pre-approval is required. An employer must pay for any overtime worked, but may hold employees accountable for violation of policy.

Review and communicate time-worked tracking methods. Those employees who will be reclassified as nonexempt will be required to comply with MA mandated meal and rest break requirements. Employers will be required to maintain a record of actual hours worked each week.

Consider how you will communicate these changes affected employees.

The Metro South Chamber of Commerce has developed a hotline for your business to receive professional advice from experts in the HR field. Simply e-mail your questions to Alison at Avandam@metrosouthchamber.com. Your query and answers may be featured in an upcoming edition of the Action Report. Thank you to Jane Callahan of HR Alternatives for her statement! You can reach her at (508) 279-1800. Please visit www.yourhralternatives.com for more information.

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

BUSINESS EVENTS Planner

November 3

Business After Hours

4:30 pm - 7:00 pm

Enterprise Center

64 Main Street, Brockton

This event will include networking, food, raffles and more. It is complimentary to attend, but pre-registration is required.

Cost: Free to Attend

Register online: metrosouthchamber.com/calendar

November 4

Government Affairs Meeting

12:00 pm - 1:30 pm

Metro South Chamber of Commerce

60 School Street, Brockton

Ever wish there was a training you could take on how to lobby? At Nexus Werx LLC, they don't lobby. They teach you how to.

Cost: \$8 members, \$15 future members

Register online: metrosouthchamber.com/calendar

November 9

SHOP.com Workshop

12:00 pm - 1:00 pm

Metro South Chamber of Commerce

60 School Street, Brockton

Learn how to shop smart and save big with SHOP.com, featuring guest lecturer Monica Whitaker.

Cost: Free to Attend

Register online: metrosouthchamber.com/calendar

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November 16

103rd Annual Meeting and Expo

Expo: 10:30 am - 3:00 pm

Luncheon: 12:00 pm - 1:30 pm

Conference Center at Massasoit

770 Crescent Street, Brockton

Join us for our biggest networking opportunity of the year!

Cost: Free to walk the floor; tables are \$499 for members and \$599 for future members; Luncheon is \$100 for members and \$135 for future members

Register online: metrosouthchamber.com/calendar

December 14

Good Morning Metro South

7:30 am - 9:00 am

Concord Foods

10 Minuteman Way, Brockton

Join the Metro South Chamber of Commerce for an excellent networking opportunity and a few words from U.S. Chamber of Commerce Member J. D. Foster.

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

Register online: metrosouthchamber.com/calendar

December 15

Business After Hours

5:00 pm - 7:00 pm

Randolph Savings Bank

129 North Main Street, Randolph

This event will include networking, food, raffles and more. It is complimentary to attend, but pre-registration is required.

Cost: Free to Attend

Register online: metrosouthchamber.com/calendar