



**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.



WeCare 365 Ribbon Cutting  
Page 5



Chamber Board Retreat  
Page 9



Legislative Reception  
Page 7

**CONTENTS**

Calendar of Events	3
Good News	4
Annual Meeting	8
New Members	11
Renewing Members	11
Member Profiles	12

**104th Annual Meeting to Feature Chronicle Reporter, Awards!**



**November 15, 2017**  
Conference Center at Massasoit  
770 Crescent Street, Brockton

**Schedule:**

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

**Keynote Speaker:**

**Ted Reinstein-** Author and Chronicle Reporter

Ted Reinstein is best known in New England as a journalist and reporter for Chronicle, Boston's celebrated (and America's longest-running, locally-produced) TV news-magazine. In 2002, he was part of the Chronicle team honored with a prestigious national DuPont-Columbia Broadcast Journalism Award for their coverage of Boston's controversial "Big Dig," the nation's largest-ever public works project. Politics is also a passion, and he files a weekly report for WCVB's political roundtable show, "On The Record."



Ted Reinstein, WCVB

His first book, *A New England Notebook: One Reporter, Six States, Uncommon Stories*, was published in 2013 (Globe Pequot Press). National Geographic Traveler selected it as one of its "Best Picks." In April 2016, GPP released his second book, *Wicked Pissed: New England's Most Famous Feuds*. Ted's newest book, written in collaboration with his wife, former ABC journalist Anne-Marie Dorning, is *New England's General*

*Stores: Exploring an American Classic* (Globe Pequot Press/Sept. 2017). Ted also has had a lifetime love of live theatre. As a playwright, he's had several short plays selected and performed for Boston's annual Theatre Marathon, and is the co-author of the full-length play, *Yom Kippur in Da Nang*.

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 for all visitors.** Table-tops are still available but space is limited. Table-tops will be reserved on a first-come, first-serve basis, so book yours today! 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](mailto:alavoie@metrosouthchamber.com), (508) 586-0500 x231, or visit [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar).



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

**Gerry Nadeau  
Re-Elected  
Chamber Chair**

The Chamber is pleased to announce that Gerry Nadeau, President of Rockland Trust was re-elected Chair of the Metro South Chamber. Gerry Nadeau was first elected in November 2016.

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 President of Rockland Trust and also responsible for 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 2016. 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!**  
Remember that local elections will take place on Tuesday, November 7. Show your support for your local community and candidates by performing this important civic duty. **Election Day is November 7.**



## Basic Entrepreneurial Workshops with SEED

Wednesday, November 8 | 9:00 am - 4:00 pm

The South Eastern Economic Development (SEED) Corporation and workshop sponsor Rockland Trust Community Development Corporation will hold two free basic business workshops aimed at assisting potential and existing entrepreneurs at the Metro South Chamber of Commerce, 60 School Street, Brockton on Wednesday, November 8th from 9:00 am - 4:00 pm.

### Session I

**"Learn the Fundamentals in Planning, Preparing, and Financing Your Business,"**  
9:00 a.m. to Noon. Registration begins at 8:30 a.m. Breakfast will be provided free of charge to attendees.

This workshop is geared toward helping potential entrepreneurs evaluate and understand the fundamentals of owning one's own business. Information on how to get started, where and how to get financing and the loan application process will be presented. Attendees will also be provided with a free guide to writing a business plan and other materials.



### Session II

**"Understanding the Purpose of Financial Statements and How They Can Help Determine the Health of Your Business"** will be held from 1:00 p.m. to 4:00 p.m. Lunch will be provided free of charge to attendees.

This workshop's focus is to help attendees understand a balance sheet, income statement, and cash flow statement. The workshop also explains how a small business owner can anticipate financial needs in order to efficiently operate their business.

Please call SEED Corporation at (508) 822-1020 ext. 318, to register for either or both sessions. For more information on SEED and its programs, please visit SEED's website at [www.seedcorp.com](http://www.seedcorp.com).

## Governor Charlie Baker at Luncheon 12/14

Thursday, December 14 | 11:45 am - 1:15 pm



Enjoy breakfast with guest speaker Governor Charlie Baker on Thursday, December 14 at the Conference Center at Massasoit, 770 Crescent Street in Brockton. Charlie Baker was inaugurated in January of 2015 as the 72nd Governor of the Commonwealth of Massachusetts. Elected in November of 2014 on a platform of making Massachusetts great for everyone, Governor Baker's arrival in the Corner Office continues a long, successful career in both the private sector and public service where he has worked hard to put the people of Massachusetts first.

Pre-register online now to reserve your seat and hear Governor Baker address the Metro South Chamber of Commerce. Tickets are \$39 for members and \$49 for future-members and include a full lunch and networking opportunities. Tables of ten are also available: \$390 for members and \$490 for non-members. Please register online at [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar) or contact Athena Lavoie at 508.586.0500 x231, [alavoie@metro-southchamber.com](mailto:alavoie@metro-southchamber.com).

This program is presented in partnership with the Brockton Rotary Club and is hosted by Massasoit Community College and sponsored by Cambridge Savings Bank.

Sponsored by:



## After Hours at Bridgewater Waterfront Marriott

Thursday, December 7 | 5:00 pm - 7:00 pm



Join us at the Residence Inn by Marriott Boston Bridgewater on 2020 Pleasant Street in Bridgewater on Thursday, December 7 from 5:00 pm - 7:00 pm.

Experience the comforts of home at the Residence Inn Bridgewater Hotel alongside Lake Nippenicket, in the rapidly expanding I-495 corridor, 4 miles from Bridgewater State University and 9 miles from Stonehill College. The Bridgewater location features spacious studio and one-bedroom suites providing fully equipped kitchen, pullout sofa, spacious work area, daily complimentary breakfast and stay connected with free Wi-Fi offered throughout the hotel.

This Business After Hours networking event features complimentary refreshments, door prizes and more! Tickets to this event are complimentary, but please RSVP in advance. You may register online at [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration), or send your full name and company name to: Athena Lavoie, Chamber Program Director, [alavoie@metroouthchamber.com](mailto:alavoie@metroouthchamber.com).

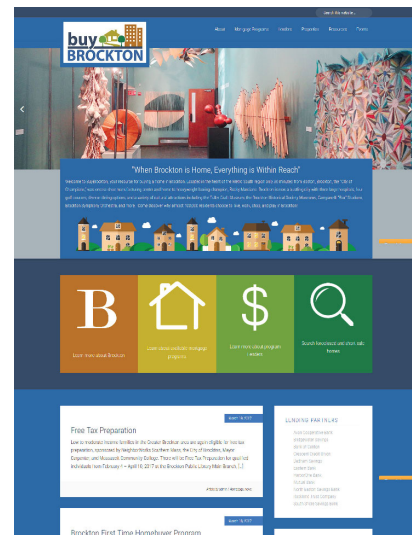


## BuyBrockton.org Offers Programs for Home Buyers

Are you considering buying a home in Brockton? The newly re-designed BuyBrockton.org website is your online one-stop resource solution. Learn about available mortgage programs and the lenders who offer them, available properties, and upcoming housing events. You will also find information on the City of Brockton, including town demographics, education, cultural attractions and transportation.

Located in the heart of the Metro South region only 30 minutes from Boston, Brockton, the "City of Champions," was once a shoe manufacturing center and home to heavyweight boxing champion, Rocky Marciano. Brockton is now a bustling city with three large hospitals, four golf courses, diverse dining options, and a variety of cultural attractions including the Fuller Craft Museum, the Brockton Historical Society Museums, Campanelli "Rox" Stadium, Brockton Symphony Orchestra, and more.

Visit BuyBrockton.org and discover why almost 100,000 residents choose to live, work, shop, and play in Brockton!



## Brockton Celebrates the Holiday Season



On November 24, join the Brockton High School Concert Choir, the Brockton Symphony Orchestra Brass Quintet, Mayor Bill Carpenter and Mr. James Edgar, creator of the first department store Santa, for a magical evening of song and story. We will be visited by a very special VIP Guest and then will go outside to City Hall Plaza to light the Christmas tree! FREE. The program is designed for children in the kindergarten to first grade age range, but children of ALL ages are welcome! This event will take place from 6:00 pm - 7:00 pm in the Grand Rotunda in City Hall, 45 School Street, Brockton.

Brockton's Annual Holiday Parade will kick off on November 25 at 1:00 pm, starting on Belmont Street, traveling up Main Street to Legion Park Way, ending at Brockton City Hall. The theme of this year's parade is Celebrating the Holidays of our Ancestors. Join us at City Hall Plaza from 9:00 am - 12:00 pm for free pictures with Santa! For more information, please visit [www.usachristmastown.org](http://www.usachristmastown.org).

## Build Your Team Giveaway with WickedLocal

Now you can win one of 16 FREE hiring packages - including 4 full-year packages - to fill all of your hiring needs in 2018.



prizes will be given away, including 24 \$50 gift cards. Enter today at <http://promotions.patriottedger.com/ZipRecruiter-Build-Your-Team-Giveaway/>.

## Pavasaris Retires from Brockton VNA; Ford Appointed

The Brockton Visiting Nurse Association celebrated the wonderful work of President and CEO Beverly Pavasaris with a recognition reception at Thorny Lea Golf Club recently. Several speakers from the VNA family throughout the city, region and state presented Beverly with congratulatory citations and stories recalling warm memories of work together. The Brockton VNA also announced the appointment of Robert Ford as the new president and CEO.





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

Chair of the Board  
**Gerry Nadeau**  
Rockland Trust

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

Chair-Elect  
**Fred Clark**  
Bridgewater State University

Treasurer  
**Gregory Hart, CPA**  
Cohn Reznick

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

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

Vice Chair Community Affairs  
**Mahsa Khanbabai**  
Khanbabai Immigration Law

Vice Chair Membership Development  
**Fried Weiler**  
Consultant

Immediate Past Chair  
**Sue Joss**  
Brockton Neighborhood Health Center

**CHAMBER STAFF**

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

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

**Kelsey Lynch**  
Communications Coordinator x 222

**DIRECTORS**

Paul Anghinetti - Bank of America

Jason Barbosa - Vicente's Tropical Grocery

Jane Callahan - HR Alternatives

Joe Cardinal - National Grid

Joseph Casey - HarborOne Bank

Peter Dello Russo - Bridgewater Savings Bank

Francis Dillon - Stonehill College

Nelson Fernandes - JJ's Caffè

Kim Hollon - Signature Healthcare

Richard Hynes - Barbour Corporation

Jeni Mather - J.M. Pet Resort

Jim Murphy, LSP - Tracey Environmental, LLC

Peter Neville - Concord Foods

Jonathan "Jay" Pike - Sharkansky, LLP

Andrew Raczka - Abington Bank

Kathleen Smith - Brockton Public Schools

Stan Usovitz - Verizon

Peter Vlado - Brophy & Phillips Company, Inc.

**(508) 586-0500**

**Front Desk x 221**

**Alison van Dam, IOM**  
VP of Business Development & Memberships x 225

**Janice Blodgett, Accountant**  
Finance x 230

*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.

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

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

**Networking at Events**

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

**November Calendar**

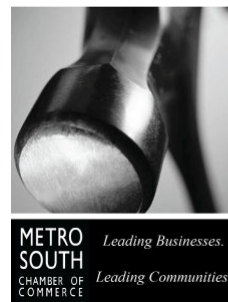
<b>1</b>	<b>Ambassador Meeting</b>	8:00 am
<b>8</b>	<b>SEED Basic Entrepreneurial Workshop</b>	9:00 am
<b>15</b>	<b>104th Annual Meeting + Expo</b> Conference Center @ Massasoit, 770 Crescent Street, Brockton	
	<b>Expo Begins</b>	10:30 am
	<b>Annual Meeting Luncheon</b>	12:00 pm
	<b>Expo Ends</b>	3:00 pm
<b>23</b>	<b>Thanksgiving- Chamber Closed</b>	
<b>24</b>	<b>Chamber Closed</b>	

**Coming Up December**

<b>6</b>	<b>Ambassador Meeting</b>	8:00 am
<b>7</b>	<b>Business After Hours</b> Residence Inn Boston-Bridgewater, 2020 Pleasant Street, Bridgewater	5:00 pm
<b>12</b>	<b>Executive Board Meeting</b>	3:00 pm
<b>14</b>	<b>Good Morning Metro South</b> Conference Center at Massasoit, 770 Crescent Street, Brockton	11:45 am
<b>20</b>	<b>Board Meeting</b>	12:00 pm
<b>25</b>	<b>Christmas- Chamber Closed</b>	

**Save the Date January**

<b>1</b>	<b>New Year's Day- Chamber Closed</b>	
<b>3</b>	<b>Ambassador Meeting</b>	8:00 am
<b>15</b>	<b>Martin Luther King Day- Chamber Closed</b>	
<b>16</b>	<b>Executive Board Meeting</b>	3:00 pm
<b>31</b>	<b>Board Meeting</b>	12:00 pm

**Impact.**

It takes the right tools to start or grow a business. And it takes customers to keep business growing.

The Metro South Chamber of Commerce builds strong businesses and communities by connecting you to new customers and suppliers, as well as to those who influence the local economy and quality of life.

Access to the right tools. One more way the Chamber makes an impact.

**To join the chamber call 508.586.0500 or visit www.metroouthchamber.com**

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

## GOOD News

Members- Send Good News to  
kelsey@metrosouthchamber.com

Sponsored by: Good Samaritan Medical Center

### Mechanics Cooperative Bank Hires Saher Riazuddin as Vice President, Commercial Lending Officer

Mechanics Cooperative Bank Board of Directors and Executive Leadership Team are proud to announce the appointment of Saher Riazuddin as Vice President, Commercial Lending Officer. The Bank is proud to welcome Mr. Riazuddin and excited to add his wealth of experience, knowledge and business development skills to our team. President and CEO of Mechanics Cooperative Bank, Joseph T. Baptista Jr., commented "On the importance of having experienced and qualified commercial lenders to support the diverse needs of our business customers. Saher's past banking and lending experiences at both smaller and larger institutions will provide an excellent perspective that will directly benefit our clients. We welcome Saher to our team and are confident his appointment will help continue to grow and expand the Bank."

### 2nd Annual "Massachusetts Day of Civility"

Saturday, November 18, 2017 has been named the 2nd Annual "Massachusetts Day of Civility." The day, proposed by the National Civility Foundation, was recognized last year by Governor Charlie Baker making it the first of its kind in the Commonwealth. The Day of Civility was launched last year as the first initiative of the National Civility Foundation. Ms. Bowman said, "the purpose of the day is to create a heightened awareness of civility, respect and socialization, while promoting the intentional practice of thoughtful, personal interactions with others in our daily lives." According to Judith Bowman, Executive Director of the National Civility Foundation, this year's Massachusetts Day of Civility will officially be declared during opening ceremonies of the Thanksgiving Day Parade in Plymouth, MA, where it all began.

### Local Students Help With Hurricane Relief Efforts

Just as a new school year began at Southeastern Technical Institute in South Easton, students in Texas, Florida and Puerto Rico and surrounding areas were faced with hurricanes, destruction and loss. Adult students at Southeastern Technical Institute (STI) were looking for ways to help those affected by the storms. STI students organized hurricane relief buckets to be shipped from a Brockton church which was acting as a depot for supplies. The list of supplies in each bucket included contractor trash bags, laundry detergent, scouring pads, sponges, bug spray, work gloves, clothesline, dish soap and dust masks. The students and staff contributed to complete six buckets. Mrs. Patricia Illsley, STI Director, was thrilled with the contributions. "In the first month of school, our students and staff were able to look outside of their own needs and stressors - to think about helping someone else. They contributed money, supplies, and their time. By doing so they were able to support those worse off than them, strangers who will never know about them or be able to thank them. I am very proud of the STI Community."

### Sean M. Boucher Joins Bridgewater Savings' Commercial Lending Team

Sean M. Boucher has joined Bridgewater Savings Bank as 1st Vice President and Commercial Loan Officer. Boucher has over 15 years of experience in the banking industry and building strong relationships with his customers. His most recent employment was as Vice President Commercial Banking at Eastern Bank. Sean partners with his clients to help them meet their business banking needs.

### Department of Labor to Increase DB Audits

While all eyes have been on the Senate in its push to repeal and replace the Affordable Care Act, the employee benefit regulatory landscape has changes on the horizon. A hot topic coming out of the Department of Labor is the agency's plan to audit DB pension plans to ensure plan sponsors are paying benefits to terminated vested participants. Starting as a pilot program in the DOL's Philadelphia office, the DOL's view is that employers are not doing enough to contact terminated vested participants early, and frequently enough, to inform them that they are entitled to benefits. The DOL announced at a recent ERISA Advisory Council meeting it would be releasing guidance in contacting terminated vested participants. Until guidance is released, employers should follow best practice in benefit communication to this population, some are highlighted below:

- Send participants a certified letter using their last known address — "certified" being the key word
- Keep good records on outreach and communications to participants, in M&A circumstances, be prepared to pass those records onto successors
- Contact coworkers and ask if they know how to get in touch with plan participants that have outdated contact information
- Try using cell phone text messages in outreach to plan participants, not just physical mailing and email addresses, as people tend to keep their cell phone numbers after a move and/or a switch of email servers

### Massachusetts Veterans Day Off Reminder

Governor Baker recently signed into law An Act Relative to Housing, Operations, Military Service, and Enrichment, known as "The HOME Act." Among other things, the HOME Act requires employers to provide paid leave to qualified veterans on Veterans Day under certain conditions. The HOME Act also adds "veteran status" as a protected class under the Massachusetts Fair Employment Practices Act. This year, Veteran's Day is on Saturday, November 11.

### D'Agostino Insurance Reopening

On Monday, November 20, D'Agostino will open their newly constructed office at 111 Torrey Street, Suite 1 in Brockton. Join them for free coffee and bagels in their new space every Friday from 9:00 am - 12:00 pm during the month of December to celebrate. Their contact numbers will remain the same: phone, (508) 586-0414 and fax, (508) 584-7432. You may call the phone number for more information.

### Annual Veteran's Expo

On Thursday, November 9, visit the South Shore Career Centers Annual Veteran's Expo at Middleboro's town hall from 1:00 pm - 3:30 pm. If you are interested in participating, you can contact Ashley Terrill at (617) 745-4016 or at aterrill@pqcc.org. Veterans have priority service from 1:00 pm - 1:45 pm. The event opens to the public at 1:45 pm.

### FY 2018 Mass Skills Capital Grant for Southeastern Regional

Southeastern Regional Vocational-Technical High School was awarded a FY 2018 Mass Skills Capital Grant from the Massachusetts Executive Office of Education for the transformation of our Machine Technology shop into a state of the art Advanced Manufacturing Program. The announcement of the grant was made by Governor Baker last Wednesday at a gathering at Nashoba Valley Technical High School in Westford. Southeastern received nearly \$389,000.00 for equipment purchases and for related installation and remodeling costs in order to bring the equipment on line. Additionally, the school was able to leverage a considerable amount of other funding sources and in-kind contributions to the proposal that allows us the opportunity to make the Advanced Manufacturing Program at Southeastern one of the best in the entire State of Massachusetts. With continuing support they will be able to recruit and educate more Southeastern manufacturing students and provide an opportunity for adult training opportunities in a state of the art, 21st Century facility.

## Health Care Matters

### Good Samaritan Medical Center Completes over 2,000 Robotic Assisted Surgeries

Good Samaritan Medical Center is proud to announce that since acquiring the da Vinci® surgical system for the operating room, they have performed over 2,000 robotic surgeries, and are the largest robotic hernia program in Massachusetts. Currently, the medical center is home to six robotic trained surgeons, including Omar Kudsi, MD, Steward Surgical Associates. "The landscape of surgery is advancing faster than it has before," Dr. Kudsi said. "As surgeons, we will see many advances in our careers and I strongly believe robotic surgery will transform the way we care for patients."

### Old Colony Elder Services Announces New Volunteer Center in Plymouth

Old Colony Elder Services (OCES), has recently announced the grand opening of their new "OCES Volunteer Center" on Wednesday, November 8, 2017. A celebration will be held from 1:00 to 3:00 pm and the public is invited to attend. Serving as a central resource for volunteers as well as for local agencies offering volunteer opportunities, the OCES Volunteer Center resides within the nonprofit's Plymouth office at 204 South Meadow Road. This office is also home to key departments including Home Care, Senior Care Options, Nutrition, and Information and Referral.

### New Law to Help Close the MassHealth Short-fall Impacting MA Employers with Six or More Employees

We want to make you aware of an important law that will impact Massachusetts-based employers beginning January 1, 2018. Under a law signed recently by Governor Baker, employers with six or more employees will begin paying a new health care assessment to support the Commonwealth's Medicaid program, MassHealth. Highlights of the new law are as follows:

- It increases the existing Employer Medical Assistance Contribution (EMAC) from \$51 per employee to \$76.50 per employee.

- It establishes a new assessment on employers for any employee who enrolls in MassHealth or subsidized insurance coverage offered through the Massachusetts Health Connector. The assessment is \$750 per employee, per year.
- Employers will most likely pay the assessment on a quarterly basis—just like they do for unemployment insurance.
- Employers who hire any worker for at least one day during any 13 weeks in a calendar year, and who pay at least \$1,500 in wages per quarter, will be required to contribute.



## Last Chance to Advertise in 2018 Business Book!

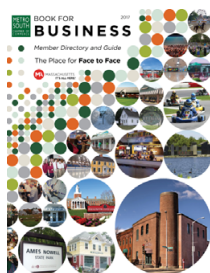
### Advertise in the 2018 Book for Business

The Metro South Chamber of Commerce is getting ready to publish the 2018 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 2018 Book For Business! Call Kelsey at (508) 586-0500 x 222 or email [kelsey@metrosouthchamber.com](mailto:kelsey@metrosouthchamber.com) for more information and for ad rates.



## It's Here! The Application for the MA Wellness Tax Credit is Now Available!

Small businesses (those with 200 or fewer employees) that establish a certified wellness program may be eligible to apply for a state tax credit of up to 25% of the cost of their wellness program (maximum credit is \$10,000 per year). Businesses must meet certain eligibility requirements and must apply by December 31st, 2017 to be considered.

#### Tax Credit Checklist:

- See if your business and wellness program qualify: [www.mass.gov/wellnesstaxcredit](http://www.mass.gov/wellnesstaxcredit)
- Certify your wellness program by completing a short, online application available at [www.mass.gov/wellnesstaxcredit](http://www.mass.gov/wellnesstaxcredit)
- Obtain your Certificate of Compliance with the Department of Unemployment Assistance (DUA) and e-mail it to [DPHWellness.taxcredit@state.ma.us](mailto:DPHWellness.taxcredit@state.ma.us). If you need assistance accessing your certificate, please visit [www.mass.gov/dua](http://www.mass.gov/dua) or contact the Department of Unemployment Assistance at (617) 626-5750.

This is the final year of the Wellness Tax Credit incentive program. If you are interested in this cost saving opportunity that can help you bring wellness to your employees, learn more at [www.mass.gov/wellnesstaxcredit](http://www.mass.gov/wellnesstaxcredit).

## Display Your Commitment to Business & Community



The Metro South Chamber of Commerce has produced a new 2018 members' window decal. Showcase your Chamber member pride by displaying one on your storefront window! The decal promotes Metro South Chamber of Commerce as "The Place for Face to Face," and will be mailed to all new members and renewing members upon their anniversary date moving forward. For more information about becoming a member, please contact Alison van Dam, (508) 586-0500 x225, [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com).

## Steps to Boost Your Business by InnerOvation



This member-led workshop, hosted by Brenda Loan-Baker of InnerOvation, detailed a four-step process to create a roadmap toward corporate success. Subjects covered included fundamentals of building a thriving business, how to discover your primary business interests, insight into specifics for business growth, and establishing clear next steps for scaling a company. For more information, including upcoming workshops, please visit <http://innerovation.com/>.

## Salvation Army Serves Region From Brockton HQ

Salvation Army Director, Lt. Bramwell Applin recently hosted an open house and facility tour at their regional headquarters on Main Street in Brockton. The facility houses the administration offices for the region, stretching to Cape Cod including most all of Southeastern Massachusetts. In addition, lodging and support services are housed in the expansive facility. Clothing and furniture donation processing and distribution services are also directed from the Brockton site. More than eighty people work for the Salvation Army in the region, filling jobs in sorting, distribution, support services and retail outlets.

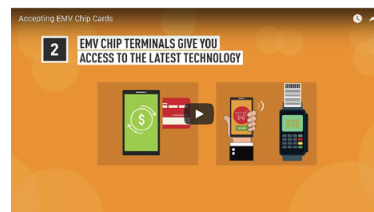


## WeCare 365 Ribbon Cutting



WeCare 365 recently celebrated the expansion of their location at 140 School Street in Brockton. WeCare 365 Adult Foster Care and Family Care is dedicated to assisting people with disabilities and elders to live with dignity and independence. The Metro South Chamber is happy to welcome them to the City of Brockton.

## New Video from Master Your Card: Accepting EMV Chip Cards Improves Security



Accepting your customers' EMV chip cards pays off in business growth and security. Giving yourself and your customers every possible security benefit builds loyalty and protects hard earned gains. To view this video, visit [www.masteryourcardusa.org](http://www.masteryourcardusa.org).

## Upcoming Virtual Conference With SCORE



Join SCORE Business Counselling on November 9 for the Small Business Success Virtual Conference, powered by SCORE and Verisign. This half-day event will include 10 educational webinars, business advice from mentors, freebies from sponsor booths and networking chat rooms for current and aspiring business owners. This exciting event offers ten educational webinars, business mentoring, sponsor booths, networking chat rooms, prizes and a resource center. For more information, please visit <http://bit.ly/2xDS6py>.

## GRO-N-THINGS, INC.

Interior Plant Maintenance and Design Service

P.O. Box 1246  
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## Wood Palace Kitchens- Amazing Kitchens!



Albert Lawrence III, Capital Lease Group and Daniel Nagy, LegalShield & IDSHeild Broker



Reiko McNeil, Bridgewater Savings Bank, David Willis, South Shore Bank, and Joanne Schneider, Eastern Bank



Bob Saltzman, Brockton Community Schools, Chris Cooney, Chamber President and CEO



Tim Holick, owner of Wood Palace Kitchens, Blair Breton, Roger Keith & Sons Insurance, Dyrene Bell, The Organized Workplace, and Christopher Cooney, Chamber President and CEO



Blair Breton, Roger Keith & Sons Insurance, Dyrene Bell, The Organized Workplace, and Bill Boyle, Roger Keith & Sons Insurance

## JJ's Reopens to Rave Reviews; Tops Yelp



JJ's Caffè, popular Brockton restaurant, reopened this month following a series of renovations. Changes include a new kitchen, wood counters, new furniture, more seating, and artwork as well as expanded restrooms. Visit this wonderful caffè for breakfast or lunch. JJ's is located at 610 North Main Street in Brockton. For more information, visit [www.jjscaffee.com](http://www.jjscaffee.com).

## Avon Industrial Park Picnic at Weiss Sheet Metal

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. Pictured are Bob Costa of BC Tent, Christopher Cooney, Chamber President and CEO, Frank Crimmins, Avon Town Administrator, Scott O'Day, Controller Service and Sales, and Robert Brady, Avon Selectman.



## Charlie Wall Retires from Massasoit Community College



Dr. Charlie Wall of Massasoit Community College has stepped down from his position as President after 15 years. Interim President William Mitchell, previously the institution's chief financial officer, is serving as the acting president until a new candidate is chosen. Dr. Wall's accomplishments include the completion of a veteran's center, collaboration with other schools with the Gateway to College program, expanded academic offerings, greater health care programs, and the addition of a veterinary technical program.

## Good Morning Metro South Features Harbor Health

Photos by Robin Howard of C + C Design Studio



Gerry Nadeau, Rockland Trust, Chamber Chair



Frank Ruddock, Consul of Foreign Policy & Diplomacy, Consulate General of Canada



Jeffrey Rediger, Good Samaritan Medical Center



Angela Sherwin, Good Samaritan Medical Center, event sponsor



Mahsa Khanbabai, Khanbabai Immigration Law, and Kathryn Burns, Harbor Health Elder Services Plan, event host



Barbara Dixon and John Jiorio, Braemore Health Center

## Stacy's Pita Chips Hiring for Many Positions

Stacy's Pita Chips of Randolph recently announced they are hiring for many positions and shifts at their Randolph location. Wages for many positions exceed \$17.00 per hour and are available now. Stacy's Pita Chips is a division of Frito-Lay. To learn more about Stacy's Pita Chips, please visit [www.staceysnacks.com](http://www.staceysnacks.com).



## Brockton Mayoral Forum Covers Business Topics



The Metro South Chamber hosted a forum featuring two candidates in the upcoming mayoral race, Current Mayor Bill Carpenter and challenger Jimmy Pereira. Sue Joss of the Brockton Neighborhood Health Center moderated the event and Brockton Community Access recorded it for public distribution. Enterprise News also live streamed the event on their Facebook page. Do not forget to vote on Tuesday, November 7.

## Fred Clark Receives Recognition, Purple Tie

Health Imperatives, a nonprofit providing health and human services to residents of southeastern Massachusetts, hosted a community breakfast honoring individuals and groups who support survivors of domestic violence. This event featured a survivor's story to empower others to take a stand against domestic violence. Learn more at [www.healthimperatives.org/purplewards](http://www.healthimperatives.org/purplewards). Pictured here are Eva Jean Fomalont, Grand President of the Daughters of Penelope, Julie Kehoe, President and CEO of Health Imperatives, and Fred Clark, Bridgewater State University President.



## Trinity Catholic Joins Chamber to Promote Education



The Metro South Chamber is happy to welcome Trinity Catholic Academy as a new member and educational partner. Pictured here are Jane Boulet, Chief Development Officer, Michael Green, Regional Director of Trinity Catholic Academy, and Alison, Chamber Vice President of Business Development/Operations

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## Elected Officials and Business Leaders Meet at Metro South Chamber of Commerce Legislative Reception



Anne Beauregard, City Councilor, Brockton and Robert Sullivan, Council President, Brockton



Representative Gerard Cassidy, Mahsa Khanbabai, Khanbabi Immigration Law, Craig Barger, Easton Selectman, and Timothy Sullivan, Brockton School Committee



Emmanuel Dockter, Hanover Selectman, Francis Hegarty, Chairman of Avon's Board of Selectmen, and Brian Barthelmes, Chair of the Board of Selectmen of Hanover



Connor Read, Easton Town Administrator and Francis Dillon, Stonehill College



Alison Van Dam, Chamber Vice President of Business Development/Operations, Edward Haley, Bridgewater Councilor at Large, and Shaynah Barnes, Brockton Councilor at Large



Brian Barthelmes, Chair of the Hanover Board of Selectmen, Emmanuel Dockter, Hanover Selectman



Simony Antunes, Campaign Manager, Jimmy Pereira, Brockton Mayoral candidate, and Christopher Cooney, Chamber President and CEO

Hosted By:



STONEHILL  
COLLEGE

Photos by Janet Trask.



Bob Saltzman, Brockton Community Schools and Mark Linde, Chairman of the Southeastern Regional School Committee and General Manager of Brockton Community Access



Randy Lamattina, Whitman Selectman and Laura Fitzgerald-Kemmet, Hanson Selectman



Jean Bradley Derenoncourt, Office of Michael D. Brady, Lisa Green, Whitman Assistant Town Administrator and Shaynah Barnes, Congressman Stephen Lynch's Office



Francis Hegarty, Chairman of Avon's Board of Selectmen, Joe Lovetere, Hub Tech, and State Senator Michael Brady



Edward Haley, Bridgewater Vice President Councilor at Large and Dotti Fulginiti, Easton Vice Chair



Lisa Green, Whitman Assistant Town Administrator, Scott Lambiase, Whitman Selectman, Randy LaMattina, Whitman Selectman, Frank Lynam, Whitman Town Administrator

## Lt. Governor Polito Announces Brockton Building



The former Ganley Building in Brockton's downtown area will be demolished to allow room for a new state unemployment assistance office, as announced by Lieutenant Governor Karyn Polito. This new center will be constructed in the same place for \$23 million. It will be 34,000 square feet with three stories. The state will work alongside the city to ensure that the location is put to the best use possible. The event was hosted by Mayor Bill Carpenter at Joe Angelo's on Main Street.

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**Conference Center at Massasoit**  
**770 Crescent Street, Brockton**

## 104th ANNUAL meeting

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**Conference Center @ Massasoit, Brockton**

B.C. Tent & Awning Company, Inc.	HarborOne Bank
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Bank of America Merrill Lynch	Metro South Chamber of Commerce
Beacon Financial Planning, Inc	Murphy, Hesse, Toomey & Lehane, LLP
Brewster Ambulance Service	Mutual Bank
Bridgewater Savings Bank	OCES
Brockton Area Transit Authority	Old Colony YMCA
Brockton Area Workforce Investment Board	Rafferty Insurance (Allstate)
Burgess Pest Management	Renewal by Andersen
Capital Lease Group, LTD.	Rich Morgan Photography
CareerWorks	Rob Peters Entertainment
Crescent Credit Union	Rockland Trust Company
Curry College, Graduate & Continuing Studies	SCORE
Eastern Bank	Sign Design, Inc.
Father Bill's and MainSpring	Source4
Fisher College	The Children's Workshop
Fun Enterprises, Inc.	The Enterprise
Good Samaritan Medical Center	The Ockers Company, Inc.
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## Giveaways and Entertainment



- Music & Entertainment from Rob Peters Entertainment

- Old General Store & Holiday Themed Photo Booth with FUN Enterprises, Inc.

- Give-Away bag for all Luncheon attendees including a bottle of Moscato or Rose wine, courtesy of MBJ Wine Group, and a Fidget Spinner, courtesy of Source4

- Students of Cardinal Spellman High School will perform the national anthem

PLUS: Purchase raffle tickets at the Annual Meeting to win one of many prize packages that include professional sports memorabilia, hotel stays, museum and cultural attraction passes and restaurant and retail gift cards. Tickets are 1 for \$5 or 5 for \$20. Proceeds benefit the Chamber Education Foundation.



## Promote Your Product, Service at Annual Meeting

Donate a prize for the Metro South Chamber 104th 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

Barrett's Alehouse  
*West Bridgewater*  
 Beanery on Washington  
*North Easton*  
 Copeland Chevrolet  
*Brockton*  
 Harbor Health  
*Brockton*  
 JJ's Caffe  
*Brockton*

McDonald's  
*Brockton*  
 Signature Healthcare  
*Brockton*  
 The Children's Workshop  
*West Bridgewater*  
 Union Point  
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 Woodcraft Designers and Builders  
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 Massasoit Community College  
 Mutual Bank  
 National Grid  
 North Easton Savings Bank  
 OCES  
 Old Colony YMCA  
 Rockland Trust Company  
 Sharkansky LLP CPA's  
 Signature Healthcare



## Brockton - From Shoe City to Food City

Brockton was known as Shoe City for many years and although a number of well-established shoe related businesses remain including Barbour Corporation, Montello Heel, Brockton Plastics and Foot Joy another industry is steadily growing: FOOD! It was recently announced that Fuji Food Products, a national company that makes pre-packaged sushi for grocery stores, has purchased the former Boomer's Wholesale Market building in Brockton. The project represents an investment of \$3.45 million and will bring more than 120 jobs to Brockton.

Fuji Food Products joins a long list of food manufacturing and distribution companies that call Brockton home. With its central location, skilled labor, infrastructure and business friendly policies, Brockton has become a hub for companies producing thousands of food items distributed throughout the United States and internationally each day. Below is a partial list of food manufacturing, processing, and distribution companies operating in Brockton and the Metro South region.

Health Care is another growing industry in Brockton and the Metro South region. The addition of the Harbor Health facility on Pearl Street (former temple), In Good Health medical marijuana facility on West Chestnut Street, Signature Health Oncology Center on Centre Street, and Brewster Ambulance on Main Street (former Desantis Chevrolet) will add another 200 new jobs within the city and the healthcare industry.

Company	Product	Location
Asack Turkey Farms	Turkey	W. Bridgewater
Athena International Foods	Mediterranean foods; cheese, olives, olive oils, fresh meats, produce	Brockton
Back Bay Bagel Company	Bagels	Brockton
Boston Fresh	Wholesale produce distributor	Brockton
Brockton Spice Company	Spices/seasonings	Brockton
Cambridge Farms	Potatoes	S. Easton
Candy Creek Inc	Lollipops	Canton
Cape Cod Café	Pizzas	Brockton
Cheerpack	Manufacturer of spouted pouch packaging	W. Bridgewater
Cindy's Kitchen/Custom Blends	All natural dressings, marinades	Brockton
Concord Foods Inc.	Plastic Lemons and Limes, Candy Apple Kits, seasoning product, bread mixes	Brockton
Crocetti's Oakdale Packing (South Shore Meats)	Sausage, shaved steak, hamburger	E. Bridgewater
Elie Baking Corp/Far East Bakery	Bakery products	Brockton
Equal Exchange	Coffee, chocolate, tea	W. Bridgewater, Canton
F B Washburn Candy Co. (Sevigny's)	Hard candy/ribbon candy	Brockton
Flavor First Foods	Proprietary sauces, soups, salsas and dressings	W. Bridgewater
Frito-Lay Inc.	Chips/Snacks (Stacy's Pita Chips)	Avon
Fuji Food Products	Sushi	Brockton
Gowells Home Made Candy	Chocolates, fudge, truffles, nuts	Brockton
Green Core Group	Leading International manufacturer of convenience foods	Brockton

Company	Product	Location
Greyson Confections	Bakery products	Brockton
Hill-Top Candy Kitchen	Salt Water Taffy	Brockton
Ice House Inc, The	Ice, coal, wood pellets, ice luges	Brockton
International Food Gourmet	Roasts, specialty trays	Brockton
Italian Kitchen	Pasta, fresh meats, cheeses, pastries	Brockton
JJ's Caffè	Fogo Hot Sauce	Brockton
Kinnealey Meat Co.	Meats	Brockton
Liberty Bakery Kitchen	Bakery products	Brockton
M & M Seafood Inc.	Seafood	Brockton
MBJ Wine Group	Wines	Brockton
Melary Food Dist.	Supermarket items	Avon
Montilio's Baking Co.	Bakery products, wedding cakes	Brockton
Nissen John J Baking Co Inc	Bakery products	Brockton
Petti's Market	Italian sausages	Brockton
Simpson Springs	Water/Sodas	Easton
Sky8 Shrimp Farm	Shrimp	Stoughton
Spence & Co. Ltd.	Smoked seafood	Brockton
Stacy's Pita Chips	Pita Chips	Randolph
Super 88	Asian vegetables, fruits, seafood	Brockton
Superior Baking Co Inc	Bakery products	Brockton
Tutto Bene, Inc.	Pasta, gnocchi, sauces, pizza	Brockton
Uno Foods	Pizzas	Brockton
Vicente's Grocery	Cape Verdean/ethnic supermarket	Brockton
Washburn Candy Co.	Ribbon and assorted candy	Brockton
White's Bakery & Café	Cakes	Brockton

## Avon Talks Taxes and Sewer

Members of the Metro South Chamber of Commerce and the Avon Industrial Park Association testified before the Avon Selectmen last week regarding the importance of competitive commercial tax rates and the importance of the Avon Industrial Park to the town's tax base. The question of adding sewer capacity within the Avon Industrial Park was also discussed.

After receiving extensive comments from the businesses in attendance, the Chamber of Commerce and residents, the Avon Selectman voted to split an increase in taxes with the new rates of commercial \$35.07 and residential \$18.56 adopted. If Avon approved a uniform tax rate, like many towns within the region, the rate would be \$25.76. Avon businesses are charged more and residents less as a result.

The Avon Selectmen mentioned past efforts to provide sewerage treatment and appear to be open to discussing sewerage expansion from Brockton into the Industrial Park. Brockton officials recently received permits that would allow them to negotiate sewerage expansion into Avon.

## Chamber Holds Board Retreat; Discusses Trends Facing All Communities & Business Leaders

Chamber Board members and staff recently met for a full day of planning to set priorities for 2018 and beyond. The Board retreat was held at the Bradley Estate in Canton. It was facilitated by Bryan Baldwin of COCUTY. Chamber Chair Gerry Nadeau led the discussion about the importance of the Chamber to the future of the region.

Facilitator Bryan Baldwin shared his insight on the ways chambers of commerce must adapt and evolve over the next decade, including influencers and challenges such as the nature of belonging and gathering, population shifts, youth and diversity, and communications and technology. Baldwin drew from the *American Association of Chambers of Commerce Executives (ACCE) reports, Horizon Initiative, Chambers:2025 and Diversity and Inclusion for the 21st Century Economy*. The Board then drew on their experiences to strategize about the Chamber's priorities, growth opportunities, value proposition, and membership return on investment. These priorities will be released in the coming months. *Continued on Page 12*

## Focus Group Questions Aquaria Water Supply Purchase Proposal

Brockton's largest employers, taxpayers, businesses, banks and accounting firm have worked steadily throughout the summer and fall studying a proposal allowing Brockton to purchase the Aquaria desalination plant which provides up to 37% of the city's drinking water. The recommendation to purchase the plant was made by the city's CFO Jay Condon, the Brockton Water Commission and Mayor Bill Carpenter.

Business leaders convened by the Chamber of Commerce have come together to analyze the numbers, ask questions, employ a researcher and provide information to the community and the Brockton City Council. The Council is responsible for making the final decision. The intent of the focus group is to provide as much accurate information as possible to increase the likelihood that the City Council and community make the best possible decision for the long term benefit of those who have the most at stake. In this spirit, the following information has been generated and presented here in the form of a Question and Answer segment.

### *What are Brockton's water supply options?*

A Massachusetts Department of Environmental Protection (DEP) mandate is in place for the City of Brockton to have a secondary water supply as our current water use from Silver Lake is unsustainable. Brockton currently has a 20 year lease with Aquaria to receive up to 4 million gallons per day of water from the desalination plant. The decision options are as follows:

1. Continue with the existing contract with Aquaria
2. Purchase the facility from Aquaria (\$78 million via 20 year bond. Transaction is subject to expiration of purchase and sale agreement in January, 2018)
3. Pursue an alternative water source such as the Massachusetts Water Resources Authority (MWRA)

### *What is desalinated water?*

Desalinated water is produced by transforming brackish water (water with salt content) into water suitable for human consumption. Over the past 30 years, desalination has evolved into a viable alternative as a drought-proof water supply. It is expected that the US will invest \$10 billion in the next five years to add 5.7 million cubic meters per day of new production capacity. This capacity is expected to double by 2030.

### *Why did Brockton enter into the agreement with Aquaria? Why do we need a secondary supply of water?*

Going back to droughts in the 1980s and 1990s, Brockton's water usage was exceeding the reliable capacity of water from Silver Lake and the state issued a consent decree that Brockton needed a secondary water supply source before it could add any new resident or business water hook-ups. While different options were considered (including the potential to join the MWRA), the City eventually focused on a combination of water conservation efforts and entering into an agreement with Aquaria to have access to water from the Desalination Plant in Dighton (along the Taunton River).

### *What are the key elements of the current agreement with Aquaria?*

The current agreement with Aquaria runs through 2028 with the potential to negotiate an extension of the agreement. That agreement is a dual payment system where there is:

1. A fixed payment consistent with 2 million gallons per day (MGD) of water that then grows over time to 4 MGD – and this water can't be sold to anyone else; and
2. Variable rate on water supplied to Brockton above the fixed payment level at a cost of roughly \$1.25 per 1000 gallons

The current total annual payment of fixed and variable costs is about \$8 million and increases to almost \$10 million by 2027. There are no viable options to cancel this agreement.

### *How much more will the homeowner pay per day if Brockton purchases the desalination plant?*

There is a cost savings to the City of Brockton of between \$5 - \$11 million over the next 10 years if we purchase vs. lease the desalination plant. Once the bond is paid off, data also supports greater savings of \$14-\$20 million over 25 years. This could mean lower relative water rates for homeowners in the future.

### *How will finding a water solution affect my home property value?*

Water quality and availability impacts home property values. Having a safe and clean secondary water source adds to the value of a home and a city's commercial and residential marketability.

### *What is Aquaria's Role if we purchase the desalination plant?*

Aquaria will operate the facility alongside the City for one year following the purchase of the plant. \$5 million has been escrowed from the purchase/sale to address claims against Aquaria should their representations not hold up. An additional \$3 million has been escrowed for plant improvements and capital projects.

### *Who benefits in this deal?*

Homeowners and businesses may benefit due to having a secondary water source secured to sustain additional development and maintain predictability of water quality and quantity.

### *What about becoming an MWRA member community?*

Becoming an MWRA member community would be costly. It would require an MWRA membership fee, the cost of water, cost of permitting, cost of a new pipe and easements, and the chemical water cleaning process upgrade to match MWRA requirements. MWRA also plans to implement a redundancy water supply plan, making an additional assessment to member communities likely. Based on calculated costs, the cost to become a MWRA member community would likely exceed ninety-million dollars.

### *Can Brockton sell water from the Desalination Plant? If so, how does that impact the financial analysis of purchasing the plant?*

If Brockton owns the desalination plant, then the City could enter into agreements with nearby cities/towns to sell them water to cover the cost, while providing a modest financial return to the City.

### *What is the risk of doing nothing VS the risk of purchasing the desalination plant?*

Risks of Doing Nothing	Risks of Purchasing Plant
<ul style="list-style-type: none"> <li>• The Massachusetts Department of Environmental Protection will likely require Brockton to use more water from a secondary source much sooner than 2028, meaning that whether Brockton owns the desalination plant or not, our usage of that facility is expected to increase significantly in the coming years.</li> <li>• Environmental- Draining of Silver Lake as supplemental water source would lead to increased phosphorous levels and loss of recreational use. State has limited Brockton's intake from Silver Lake.</li> <li>• Water shortages have plagued Brockton for decades. Water capacity is essential for sustaining a community and attracting new business, which also helps to alleviate the tax burden to residents and prevents declines in property values.</li> <li>• Continuing Aquaria lease through 2028 subjects the City to renegotiate with Aquaria in prior years with an unknown annual fixed fee cost. Business investors do not like uncertainty.</li> <li>• City will continue to pay \$7.4 - \$9 million per year as required by current lease agreement.</li> <li>• This purchase option is scheduled to expire in January, 2018.</li> <li>• Bond interest rates may go up and the window to borrow and invest in long-term infrastructure assets at lower interest rates may be lost.</li> </ul>	<ul style="list-style-type: none"> <li>• Is \$78 million the best possible price or will the price be reduced further within 20 years?</li> <li>• There is uncertainty about operating costs and renewal investment; however data has been collected using conservative assumptions. Measureable cost savings are still expected but not guaranteed.</li> <li>• Desalination plant not fully tested at consistent level of 2-4 MGD which limits understanding of operating costs and equipment sustainability. No requirement in Aquaria purchase agreement to have them operate plant at 3-4 MGD for sustained period of time to fully test equipment and anticipated operating costs prior to a purchase/sale.</li> </ul>



Aquaria Desalination Plant

Thanks to Dan Hodge of Hodge Economic Consulting for this information. Hodge Economic Consulting (HEC) provides professional economic consulting services focused on the relationships between investments, policy, economic development, and return on investment. Dan is the former Director of Economic and Public Policy Research at the UMASS Donahue Institute.



## RENEWING Members

### Thank you!

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 Copeland Toyota  
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Education, Inc  
 F1 Outdoors  
 Hilliards Chocolate System  
 HR Alternatives  
 J.M. Pet Resort  
 PPG Aerospace - Cuming Microwave  
 Residence Inn by Marriott Boston/Brockton  
 Sign Design, Inc.  
 South Eastern Economic Development (SEED) Corp.  
 South Shore Tractor & Farm Supply  
 Timber Lanes, Inc.  
 Town of East Bridgewater  
 U.S. Wealth Management  
 Vicente's Tropical Grocery  
 William R. Sullivan

## WELCOME New Members

### Reinvesting in Our Community

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 Ms. Kerry Dervil  
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 Brockton, MA 02302  
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 daviscommons-apts.com  
*Property Management*

**Trinity Catholic Academy**  
 Mr. Michael Green  
 37 Erie Ave  
 Brockton, MA 02302  
 (508) 583-6237  
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 North Easton MA 02356  
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**Village Mortgage Co**  
 Mr. Rolando Lima  
 1280 Belmont Street  
 Brockton, MA 02301  
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To Join the Chamber, contact Alison van Dam  
 (508) 586-0500 x 225, avandam@metrosouthchamber.com

## Ambassador of the Quarter

**John King**  
*Cirees, Inc.*  
 540 Granite Street  
 Braintree, MA, 02184  
 (781) 849-7262  
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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 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?**

**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.

## Small Business Saturday, November 25



First there was Black Friday, then Cyber Monday. November 27, 2010 was the first ever Small Business Saturday. Small Business Saturday is the day we celebrate the Shop Small movement to drive shoppers to local merchants across the U.S. More than 200 organizations have already joined American Express OPEN, the company's small business unit, in declaring the Saturday after Thanksgiving as Small Business Saturday.

This year's Small Business Saturday will occur on November 25. For more information about this celebration of local entrepreneurs, please visit [www.americanexpress.com/us/small-business/shop-small/](http://www.americanexpress.com/us/small-business/shop-small/).

## Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact Christopher Cooney at (508) 586-0500 x 223 or e-mail [chris@metrosouthchamber.com](mailto:chris@metrosouthchamber.com).



The **Bridgewater Business Association (BBA)** is pleased to welcome you to their annual Christmas on the Common event on Sunday, December 3 from 12:00 pm - 4:00 pm. It will occur in the center of Bridgewater. For more information please visit [bwww.bridgewaterbiz.biz](http://bwww.bridgewaterbiz.biz).

The **Stoughton Chamber of Commerce** helps to preserve the overall community's interests and needs. As an advocacy for the business community, the SCC promotes wellness of the entire community through charitable donations, fundraising and scholarship programs for our graduating students. Visit [stoughtonma.com](http://stoughtonma.com) for more information.



The **Norwell Chamber of Commerce's** mission is to promote the civic, economic, and social welfare of its members and the town of Norwell. For more information about this chamber and the town of Norwell, please visit [norwellchamberofcommerce.com](http://norwellchamberofcommerce.com)



The **East Bridgewater Business Association (EBBA)** was founded in 1993 "to promote a healthy business environment in East Bridgewater and to provide services to assist its members including education, networking and fellowship." Please visit [www.eastbridgewaterbiz.com](http://www.eastbridgewaterbiz.com) for more information.



The **Avon Industrial Park Association** is a non-profit group seeking to advance the advocacy and business of its members in public and private affairs. Membership is open to all companies who operate within the confines of Avon Industrial Park in Avon, Massachusetts. For more information please visit [avonindustrialpark.org](http://avonindustrialpark.org).



**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](http://www.randolphchamberofcommerce.org) for more information



The **South Shore Women's Business Network (SSWBN)** is hosting a speed networking after hours on November 16 at 5:30 pm at Real Estate Rocks, 290 Center Street in Pembroke. They will host fast, structured games to remove the stress of networking. For more information, please visit <http://http://sswbn.org/>.

## Chamber Holds Board Retreat; Discusses Trends Facing All Communities & Business Leaders

Below is a list of trends that communities and business leaders face in the next decade and beyond, excerpted from *American Association of Chambers of Commerce Executives (ACCE) reports, Horizon Initiative, Chambers:2025*

### *Diversity and Inclusion for the 21st Century Economy.*

#### EMERGING MEGA TRENDS

- **Scarcity & Abundance:** With abundance comes shortage of water, energy, talent, land and leadership. We must be nimble problem solvers.
- **Global Impacts:** Exports will drive growth creating need for strong places and connections to global market for smaller companies.
- **Population Shift:** Millennials are displacing boomers and bringing inclusive core values that challenge traditional perceptions.
- **Majority-Minority Inversion:** The country's workforce will be majority-minority by 2032.
- **Next-Generation Growth:** Demographic change is driven by natural growth. We must marshal U.S. born investments to ensure the next generation's productivity.
- **Startup Factors:** A quarter of all new businesses in the country are started by immigrants, which now represent 18.4% of the self-employed population.

#### DISRUPTIVE FORCES: ANGST & OPPORTUNITY

- **The Growing Divide:** Inequality in the U.S. continues to rise sharply in nearly every significant socioeconomic category.
- **Employee Angst:** The average person's sense of job security has withered in what was supposed to be an exciting and hopeful new economy.
- **Rise of the Echo Chamber/Consensus Lost:** There is a fragmentation of knowledge causing a narrow-cast world. Unchallenged by opposing perspectives, we are drifting apart.
- **The Power of Inclusion:** Cities and regions that embrace diversity and have high levels of racial inclusion and progress on income equality do better economically and have more growth.
- **A Change of Attitude:** Diversity is not just about bridging traditional divides. We must help communities develop openness that is key to a

creative economy.

#### DISRUPTIVE FORCES: WHAT WILL IT MEAN TO BE A CHAMBER?

- **Belonging & Gathering:** There is a coming revolution in who engages with chambers and how they engage. Millennials want to have an impact on their community, work with a team and get things done.
- **Savvy Use of Technology:** Supporters will expect mass customization, complete connectivity and robust feedback loops.
- **Gravity of the Middle:** Splintering in politics and society is felt at the local level, not just in DC and statehouses. Chambers have an opportunity in the 'sane center'."
- **Resource Alignment:** Chambers must tie money to the mission. Supporters will want progress more than engagement.
- **Catalytic Leadership:** Local leadership matters more in a diverse and distracted world. Chambers may have to get comfortable catalyzing change, not just coping with it.
- **A Network of Learners:** What you know, who and how diverse partners are, and how well the partnership is able to weather change has a big impact on regional competitiveness and effective problem-solving.
- **Place-Based Conveners:** As place-based actors with a high level of community trust, chambers should play a broader civic role at helping Americans make their way through these dramatic shifts.



Chamber Chair, Gerry Nadeau president of Rockland Trust greets Bryan Baldwin to facilitate Chamber Board Retreat at the Bradley Estate in Canton

## BUSINESS EVENTS *Planner*

### November 8

#### Basic Entrepreneurial Workshops

9:00 am - 4:00 pm

**Metro South Chamber of Commerce**  
60 School Street, Brockton

Obtain advice for preparing your small business.

Cost: Free, but preregistration is required.

Register by calling (508) 822-1020.

### November 15

#### Annual Meeting Expo

10:30 am - 12:00 pm, 1:30 pm - 3:00 pm

**Conference Center @ Massasoit**  
770 Crescent Street, Brockton

Join the Metro South Chamber for this exhibition of local businesses!

Cost: Tables are \$499 for member and \$599 for non-members; the expo is free to walk the floor.

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

### November 15

#### Annual Meeting Luncheon

12:00 pm - 1:30 pm

**Conference Center @ Massasoit**  
770 Crescent Street, Brockton

Join us for a presentation by Chronicle's Ted Reinsteine, networking, door prizes, and more!

Cost: \$100 for members, \$135 for non-members

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

#### IT'S EASY TO REGISTER!

(508) 586-0500 x231 ☎

(508) 587-1340 ☎

E-mail: [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com) ✉

Online: [www.metroouthchamber.com](http://www.metroouthchamber.com)

Send reservation and payment to:

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



### FIND US

### November 23

#### Happy Thanksgiving!



### December 7

#### Business After Hours

5:00 pm - 7:00 pm

**Residence Inn, Boston-Bridgewater**  
2020 Pleasant Street, Bridgewater

Join us for an evening of networking and refreshments at a Chamber member business!

Cost: Free, but preregistration is requested

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

### December 14

#### Good Morning Metro South

11:45 am - 1:15 pm

**Massasoit Conference Center**  
770 Crescent Street, Brockton

Join us for brunch and a presentation by Governor Charlie Baker.

Cost: \$39 for members, \$49 for non-members

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



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