



October
2017

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.



Prime Minister of Cape Verde
Visits Brockton
Page 5



After Hours With Rob Peters,
Page 6



Maria Stephanos,
Page 6

CONTENTS

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

Meet Your Elected and Selected Officials at Stonehill College!

Wednesday, October 4 | 5:00 pm - 7:30 pm

Craig Barger
Easton Selectman

Anne Beauregard
Brockton City Councillor

Scott Benton
Whitman Police Chief

Michael Brady
State Senator

Thomas Calter
State Representative

Bill Carpenter
Mayor of Brockton

Gerry Cassidy
State Representative

Troy Clarkson
Hanover Town Manager



Timothy Cruz
District Attorney

Christopher Cutter
Abington Deputy Chief

Dick Dalton
MOBD Regional Director

Laura FitzGerald-Kemmet
Hanson Selectman

William C. Galvin
State Representative

Shawn George
Bridgewater Town Councillor

Philip Griffin
Deputy Detail Coordinator

Louis Kafka
State Representative

Jack Lally
Brockton City Councillor

Randy Lamattina
Whitman Selectman

Scott Lambiase
Whitman Selectman

Frank Lynam
Whitman Town Administrator

Michael McCue
Hanson Town Administrator

Mathew Muratore
State Representative

Keiko Orrall
State Representative

Marc R. Pacheco
State Senator

Daniel Salvucci
Whitman Vice Chairman

Kathleen Smith
Superintendent of Schools

Robert Sullivan
Brockton Council President

Walter Sweeney
Hanover Police Chief

You are cordially invited to attend the 28th Annual Legislative Reception, a casual event at which business leaders, elected officials, and candidates for public office can discuss important issues while enjoying complimentary refreshments and hors d'oeuvres. It will take place at Stonehill College's Donahue Hall on 320 Washington Street in North Easton.

As a member of the Metro South Chamber, your organization has a vested interest in fostering stronger relationships with local officials. The Metro South Chamber Legislative Reception is an excellent and cost-effective way for you, your key staff, and colleagues to initiate or renew face-to-face contacts at the state, federal, and local level. We encourage you to participate and support the unified voice of the Metro South Chamber of Commerce. Together, we can ensure that government understands and supports the needs and concerns of the business community in our region. This event is \$5 for members and \$15 for future-members. Register online at metrosouthchamber.com/calendar or contact Athena Lavoie, (508) 586-0500 x231, alavoie@metrosouthchamber.com.



Ted Reinstein, WCVB

Wednesday, November 15, 2017
The Conference Center @ Massasoit, Brockton

ANNUAL MEETING LUNCHEON: 12:00 pm - 1:45 pm
Luncheon Speaker: Ted Reinstein, author and reporter for
WCVB's Chronicle in Boston

Chronicle broadcast journalist Ted Reinstein will join us at our upcoming 104th Annual Meeting on **Wednesday, November 15**. When speaking about his new book, New England's General Stores: Exploring an American Classic, Ted Reinstein shares the rich and colorful history of this iconic institution, how they figured in the rise of early American commerce, why they began to fade, and why they have begun to come back and even be re-invented and re-imagined for a new era. The luncheon, will also feature awards, special give-aways, music, and more as we celebrate 104 years of serving the business community. Tickets are \$100 per person and benefit the Metro South Chamber Education Foundation, Business Assistance Center, and Chamber Innovation Fund.

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

The Business-2-Business Expo is a great opportunity to reach five hundred business people throughout the Metro South region. Designed to be a personal table-top expo, presenters will be provided with meaningful opportunities to promote their company to prospect after prospect. It is the right place, the right time, and the right audience. The cost for an Expo table is \$499 for members, \$599 for future-members. Reserve your space now, Expo tables will run out. The Expo is free to walk the floor. Contact Athena Lavoie at (508) 586-0500 x 231 or alavoie@metrosouthchamber.com to register.

Continued on page 8



Contributing Sponsor



**Canadian Consulate
General to Speak at
October Breakfast**



David Alward, Canada's
Consulate General to
New England

Jeffrey Rediger, Good
Samaritan Medical
Center physician

Please join the Chamber for a Good Morning Metro South (lunch edition) on Wednesday, October 25, 11:30 am at the new location of Harbor Health at 479 Torrey Street in Brockton. Canadian Consulate General to New England David Alward will speak, as will Good Samaritan Medical Center's Dr. Jeffrey Rediger.



Continued on page 2

**Brockton Public Schools
Seeking Business Partners**



PharMerica of Brockton held a school supply drive to
benefit students at the Hancock School

A big Brockton Public Schools thank you to the employees of PharMerica on Pearl Street in Brockton who ran a school supply drive last Friday. Organizers Sara McKinnon and Erica Brown dropped off several big boxes of back-to-school goodies, from crayons and markers to notebooks, lined paper, glue, glue sticks, scissors, tissues, hand sanitizer and more.

If you are interested in sponsoring local school children, please see page 10 for more information on this program.

Continued on page 10

Canada and Wellness at October Breakfast, Cont.

Wednesday, October 25 | 11:30 am - 1:00 pm | Harbor Health, Brockton

The program will feature a presentation from Canada's Consulate General to New England, David Alward. Consul General Alward will speak about the importance of Canada-Massachusetts and Canada-US relations as well as some of the ways our countries are working together to make the economic relationship stronger and more effective for local companies.

Also speaking will be Jeffrey Rediger, MD, MDiv, the Chief of Behavioral Medicine at Good Samaritan Medical Center. A licensed physician and board-certified psychiatrist, he also has a Master of Divinity from Princeton Theological Seminary. He has received numerous awards related to leadership and patient care. He will tell a few stories from his research of recovery from supposedly incurable illnesses.

This program is sponsored by Good Samaritan Medical Center and hosted by Harbor Health Elder Service Plan. Good Samaritan Medical Center focuses on the total needs of patients. We provide the highest standard of care with compassion and respect. For more information, visit www.goodsamaritanmedical.org.

Pre-registration is required for this event, as seating is limited. You may register at www.metroouthchamber.com/calendar-registration or e-mail your registration needs directly to Athena Lavoie alavoie@metroouthchamber.com

Lean Office Workshop With MassMEP

Thursday, October 12 | 8:00 am - 4:00 pm

MassMEP will host business workshops this month dedicated to workplace efficiency. For registration and additional information, please visit <http://massmep.org/events-workshops> or call (508) 831-7020.

Principles of Lean Office-

October 12, 8:00 am - 4:00 pm, 100 Grove Street, Suite 108 Worcester, MA

Learn to apply standard work concepts in an office, develop teamwork and cross training for more efficiency, apply lean tools to reduce waste – including visual controls, and identify waste in business processes.

4 Steps to Boost Your Business to the Next Level

Thursday, October 12 | 10:00 am - 11:00 am

This member-led workshop, held at the Chamber on 60 School Street in Brockton, will help you build your business confidently and sustainably. This 4-step process, has proven powerful at creating an initial roadmap toward success. Objectives include:

- Gain clarity on the fundamentals of building a thriving business
- Discover which primary business areas matter most to you
- Develop deeper insight into specifics in the area of greatest potential for moving your business up to the next level
- Learn how to establish a clear next steps for scaling your business
- PDF workbook of materials

To register, visit <https://tinyurl.com/msccnextlevel>.



Business After Hours at Wood Palace Kitchens

Thursday, October 19 | 5:00 pm - 7:00 pm

Join us on Thursday, October 19 from 5:00 pm - 7:00 pm for a Business After Hours Networking event in the Wood Palace Kitchens Showroom located at 7 Mill Street in Middleboro.

Wood Palace Kitchens creates excellence in kitchen style and design using natural, corian counter and quartz countertops along with beautiful contemporary kitchen cabinets and kitchen island designs. For more information about Wood Palace Kitchens, visit www.woodpalacekitchens.com.

This event is complimentary and includes food and refreshments from Italian Kitchen of Brockton. To register, contact Athena Lavoie, alavoie@metroouthchamber.com, (508) 586-0500 x 231 or visit www.metroouthchamber.com/calendar-registration.



GOVERNMENT Affairs

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

Friday, October 13, 11:30 am - 1:30 pm Mayoral Forum

The next Government Affairs meeting will be held at the Metro South Chamber on Friday, October 13 at 11:30 am. The meeting will feature a Mayoral Candidates' Forum for the City of Brockton with Bill Carpenter and Jimmy Pereira

This meeting is by invite only and will be aired on the Brockton Community Access Channel following the event. We urge you all to take part by sending questions for the candidates to Christopher Cooney at chris@metroouthchamber.com. Selected questions will be asked and



answered during the taping. For additional information or to be added to the wait list for the event, please call (508) 586-0500 x 231.



Mayor Bill Carpenter



Candidate Jimmy Pereira

Don't forget to vote in the election on November 7, 2017

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.



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, or send your full name and company name to: Athena Lavoie, Chamber Program Director, alavoie@metroouthchamber.com.

Bridgewater



BOARD OF DIRECTORS**OFFICERS**

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Rockland Trust

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Metro South Chamber of Commerce

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Vice Chair Government Affairs
Ray Ledoux
Brockton Area Transit Authority

Vice Chair Community Affairs
Mahsa Khanbabai
Khanbabai Immigration Law

Vice Chair Membership Development
Friend 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

*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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(508) 586-0500

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VP of Business Development & Memberships x 225

Janice Blodgett, Accountant
Finance x 230

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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!

October Calendar**4**

28th Annual Legislative Reception 5:00 pm
Donahue Hall at Stonehill College, 320 Washington Street, North Easton

9

Columbus Day- Chamber Closed

10

Executive Board Meeting 3:00 pm

11

Ambassador Meeting 8:00 am

12

Steps to Boost Your Business Workshop 10:00 am

19

Business After Hours at Wood Palace Kitchens 5:00 pm
Wood Palace Kitchens, 7 Mill Street, Middleboro

20

Board Retreat 8:00 am-2:00 pm
Bradley Estate, 2468 Washington Street, Canton

25

Good Morning Metro South 11:30 am
Harbor Health Elder Services, 479 Torrey Street, Brockton

Coming Up November**1**

Ambassador Meeting 8:00 am

8

SEED Basic Entrepreneurial Workshop 9:00 am

15

104th Annual Meeting + Expo
Conference Center @ Massasoit, 770 Crescent Street, Brockton
Expo Begins 10:30 am
Annual Meeting Luncheon 12:00 pm
Expo Ends 3:00 pm

23

Thanksgiving- Chamber Closed

Save the Date December**6**

Ambassador Meeting 8:00 am

7

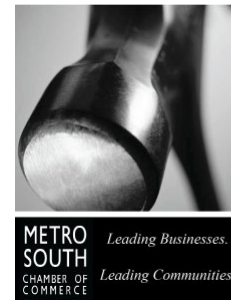
Business After Hours 5:00 pm
Residence Inn Boston-Bridgewater, 2020 Pleasant Street, Bridgewater

12

Executive Board Meeting 3:00 pm

20

Board Meeting 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

Become a Yes Maker at the DJ Henry Dream Fund 2017 Gala

Join in on October 21, 2017 at 5:00 pm at the Renaissance Boston Waterfront Hotel on 606 Congress Street in Boston for an amazing night of dinner, live music, a silent auction and special guests to support and honor The DJ Henry Dream Fund. Our annual gala is our primary fundraising event and your support helps thousands of local children grow and achieve goals through athletics, arts and community programs. The mission of the DJ Henry Dream Fund is to share DJ's love of sports by providing scholarships to enable children to say "YES" to a healthy and involved childhood by participating in community-based athletics, wellness, arts and summer programs. Our support is not just a scholarship. It is designed to empower young people to be the best that they can be in spite of their circumstance. For more information, please visit www.501auctions.com/djdreamfundgala.

2017 Expanding Borders Campaign

Join Teen Challenge for their 2017 Expanding Borders banquet on Saturday, October 14 2017 at 5:00 pm at the Teen challenge Multipurpose Auditorium on 1315 Main Street in Brockton. Tickets are available for \$50 as well as tables of eight for \$400. Sponsorship opportunities are also available. For donation information please visit tcbrockton.org. For tickets, please visit tcnenjbanquets.org.

Bringing Together Local Employers & Job Hunters!

Join Wickedlocal for their Career Fair on Thursday, October 19 from 1:00 pm to 4:00 pm at Lombardo's in Randolph on 6 Billings Street. Meet employees who are seeking careers in fields such as retail, professional, technical, health care, medical, manufacturing and more! For more information contact Jennifer Sheehan, at (617) 786-7136 or Jsheehan@wickedlocal.com

Health Care Matters

Good Samaritan Medical Center Welcomes Vascular Surgeon

Good Samaritan Medical Center is pleased to welcome Nikhil Kansal, MD, FACS, vascular surgeon, to the Department of Surgery. Dr. Kansal joins the medical center surgical staff with over 15 years of experience as a surgeon specializing in vascular and endovascular surgery. Vascular surgeons specialize in treating the veins that carry blood which may include bypass surgery and therapies for certain artery diseases, gangrene of the limbs, angioplasty, or stents.

Members- Send Good News to
kelsey@metrosouthchamber.com

Sponsored by: Good Samaritan Medical Center

Join the Say Something Week Campaign

Did you know that when it comes to violence, suicide and threats, most are known by at least one other individual before the incident takes place. Imagine how much tragedy could be averted if these individuals said something? Join the campaign by participating in Say Something Week this October 16 -20. For more information about Say Something, a no-cost violence prevention program for youth grades 6 - 12, and how your school or youth organization can participate in Say Something Week this October 16 - 20, please visit: www.sandy-hookpromise.org/saysomethingweek.

Magical Mischief Will be an Evening of Laughs and Wonder; Benefits Charity Guild

Magical Mischief, this year's Charity Guild Gala, will be an evening of laughs and wonder. On Friday the 13th of October (note the significance of the date), a perplexing pair called Four-Handed Illusions will perform. They will amaze you with fantastic feats of magic, mind-reading and psychic tricks served up with razor-sharp humor. The evening will start at 5:30 with cocktails, hors d'oeuvres and the silent auction - followed by dinner. This year's location is the Martin Institute at Stonehill College. Tickets are \$100/person. Visit <http://thecharityguild.org/projects-and-events/gala/> for more information.

Towerfest 2017

The DW Field Park Association is proud to announce that the annual Towerfest will be held on Saturday, October 7, 2017 from 11:00 am to 4:00 pm at the Memorial Tower itself. There will be face painting, crafts, a balloon man, pony rides and animals just to mention a few. Everyone is invited to enjoy the Park the Tower Tours and so much more. Call Pat at (508) 586-4425 for more information.

Good Samaritan Medical Center Offers Treat Yourself Well Women's Health Events

Good Samaritan Medical Center will offer a series of Treat Yourself Well events during Breast Cancer Awareness Month to help promote Women's Health Education. Women who schedule their mammograms at the events will be treated to a relaxing environment with chair massages, refreshments, and more. The events will be held at the Women's Imaging Center located at 15 Roche Brother's Way, Suite 120, North Easton, MA on select dates in October. For information please call (508) 427-2850.

Harvest Hoedown In East Bridgewater

C.N. Smith Farm presents their annual Harvest Hoedown celebrated over Columbus Day Weekend, October 7-9, from 10:00 am - 4:00 pm. Enjoy family fun with live bands, apple and pumpkin picking, hayrides, moonwalks, pony rides, cider slushes, cider donuts, fresh pressed cider, farm animals, train display, farm kitchen, and more. C.N. Smith will also feature Creepy Hollow Hayrides October 22, 22, 28 & 29 11:00 am to 4:00 pm. C.N. Smith is located at 325 South St., East Bridgewater. For details please call 508-378-2270 or visit <http://cnsmithfarminc.com/>.

South Shore Brew Fest

The Second Annual South Shore Farmer Brew Fest is coming October 8th, 1:00 pm - 5:00 pm to 25 Scotland Blvd, Bridgewater. This year we have added More Breweries, More Food Trucks, More Vendors, More Entertainment!!!! 100% of the proceeds will benefit local charities. Breweries include: 10th District Brewing, Barrel House Z, Berkley Beer Co, Black Hat Brew Works, Bog Iron Brewing, Buzards Bay Brewing, High Limb Cider, Independent Fermentations, Mayflower, Old Colony Brewing, Plymouth Beer Co, Second Wind Brewing, Shovel Town Brewing, Skyroc Brewery, & Widowmaker Brewing. Please visit <https://www.eventbrite.com/e/south-shore-farmer-brew-fest-2-tickets-37058253233> for more information.

BrSO Celestial Masterworks

Join the Brockton Symphony Orchestra at the Christ Congregational Church on Sunday, October 22, 1350 Pleasant Street in Brockton for a 3:00 pm concert entitled Celestial Masterworks. Featuring music by Wagner, Bruch and Tchaikovsky, with violin soloist Kristina Nilsson. Tickets are \$20 for adults and \$15 for seniors and students. Students under 18 are free. For more information visit www.brockton-symphony.org.



Signature Healthcare Opens New Cancer Care Center

A seven-year project to bring a dedicated cancer center to Brockton has finally come to fruition. The new 36,000-square-foot, two-story facility adjacent to the hospital will bring those capabilities together with Harvard Faculty Medical Group and Beth Israel, offering medical oncology and chemotherapy to Signature patients. The hope is to see 2,000 patients in the first full year of operations. The grand opening will be held on Wednesday, October 4 from 4:00 pm to 7:00 pm at 25 Libby Street in Brockton.

symphony.org.

Old Colony YMCA Columbus Day Event

Join the Old Colony YMCA from 10:00 am - 1:00 pm on Monday, October 9 for our family-friendly Columbus Day event that helps build connections and fosters friendships within our community! The Stoughton Branch, located at 445 Central Street, will feature pony rides, pictures with Peppa Pig, carnival games, face painting, crafts, pumpkin painting and more. There will also be a family mud run at 12:00 pm. Register at the welcome Center! \$5 members, \$10 non-members. Call 781-341-2016 x 235 for more information. Stay tuned for more event information from each of our other Branch locations including Brockton, Easton and E. Bridgewater by visiting www.oldcolonymca.org/events/columbus-day-family-event.

Barrett's Haunted Mansion

Become frozen with fear at Barrett's Haunted Mansion. The mansion's set-up changes every year and the ghouls change every night to make every visit a little different. Barrett's warns visitors, "Beware those who want to stay 'safe' by staying out of the house! Our roamers will be sure to keep YOU on your toes." Barrett's Haunted Mansion is located at 1235 Bedford Street (route 18) Abington. For more information on events and dates please call 781-871-4573 or visit www.bhmansion.com.

Classic Car Show & Trunk Or Treat

Stop by Simpson Spring Company, located at 719 Washington Street in Easton from 10:00 am - 2:00 pm on Saturday, October 21 for a day of fun activities. Featuring classic car show, local artisans and vendor marketplace, rock'n'roll oldies from the band "Four in a Row", and Trunk or Treat. Trunk or Treat will take place from 11:00 am 1:00 pm. Wear your Halloween costumes and bring your own bags. Parents are also welcome to take a tour of Simpson Spring, the oldest bottling company in the United States. For more information, call Jean at (617) 750-8987. For more information please visit www.facebook.com/events/1389459107828727

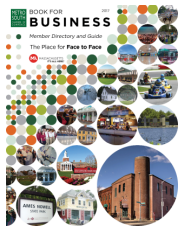
Fall Fashion Show with Catholic Charities

You are cordially invited to Catholic Charities South's 19th Annual Fall Fashion Show on Sunday, October 29 at 11:30 AM at the Granite Links Golf Club in Quincy, 100 Quarry Hill Drive. This year's show will feature fashions from Sara Campbell, Faithful Jeans & Co., Purple Poppy, Miltons, and Johnny Cupcakes. Local vendors will sell their wares during the champagne reception, and the program will be hosted by Darcie Fisher, Former TV News Reporter, WLVI-TV and Mike Wankum, Meteorologist, WCVB TV 5. For more information please visit www.ccab.org/fallfashion.

Advertise; Update Your Listing Online!

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

The Metro South Book for Business is a colorful, 99+ page member directory and guide. It contains town information, business and residential demographics, legislative information and 2 free listings for each mem-



ber. View last year's Book for Business at www.metroouthchamber.com/news-media/book-for-business.

The 2017 Book for Business was distributed to 5,000 people, including all members, business leaders, town halls, libraries, all Brockton Businesses as well as businesses in the region, Business Associations, and more.

The Members Only Login Page can be at metrosouthchamber.com/membership/member-login. Please contact Kelsey Lynch at (508) 586-0500 x 222, kelsey@metrosouthchamber.com if you have not received your login information.

Advertise in the 2018 Book for Business!

Don't miss the opportunity to advertise in the 2018 Book For Business, sent to over 5,000 businesses. Your ad will be listed in close proximity to your free business directory listing. In addition, your alphabetical and categorical listing will receive extra embellishment. This opportunity is sure to give you a leg up in the competition by receiving added exposure.

Don't have the time to create an ad, or the money to pay a designer? If you reserve your ad space now, our in house graphic designer will create a professional quality full color ad for you, free of charge.

Call Kelsey at (508) 586-0500 x 222 or e-mail kelsey@metrosouthchamber.com for more information and ad rates.

Stay Up-To-Date with Chamber's e-Update



Sign up for the Chamber's weekly e-Update to stay informed about the latest news, updates, and upcoming events at the Metro South Chamber and in the region. e-Updates are mobile-friendly, so you can read them on the go. From the e-Update, you can

BridgewaterSavings

register for events on the Chamber's website, view upcoming events, and more.

To sign up to receive e-mail updates, visit metrosouthchamber.com/news-media/e-update. Interested in placing an advertisement in the weekly e-Update? Rates start at just \$25 per week and includes a link to your site. Contact Kelsey Lynch for more information at (508) 586-0500 x222, kelsey@metrosouthchamber.com.

The Metro South Chamber weekly e-Update is sponsored by Bridgewater Savings Bank. Visit bridgewatersavings.com to learn more.

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.

It's Here! The 2017 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
- Certify your wellness program by completing a short, online application available at 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. If you need assistance accessing your certificate, please visit 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.

Prime Minister of Cape Verde Visits Brockton

Prime Minister Ulisses Correia e Silva of Cape Verde paid a visit to the Metro South Chamber of Commerce recently. The Prime Minister met with several banking and business leaders to discuss recent developments and opportunities in Cape Verde. The Metro South Chamber has led a number of sessions with Cape Verde officials to increase understanding and foster cultural and business exchange.

Ulisses Correia e Silva is a Cape Verdean businessman and politician who became Prime Minister of Cape Verde in April of 2016. Prior, Silva served in as Secretary of State for Finance and Minister of Finance as well as President of the Movement for Democracy of Cape Verde. Silva also served as Mayor of Praia for two terms.



Sue Joss, Brockton Neighborhood Health Center, Christopher Cooney, Chamber President and CEO, and Prime Minister Ulisses Correia e Silva



Prime Minister Ulisses Correia e Silva with Bob Rivers of Eastern Bank and Jim Blake of HarborOne

SEED Corp. Offers Brockton Small Business Loans

As a regional nonprofit economic development corporation, South Eastern Economic Development (SEED) Corporation focuses on job creation by financing all types of small businesses in Massachusetts and Rhode Island.

SEED Corp. offers different types of loan programs specifically for Brockton businesses to help finance your small business in the City of Champions.

- **Micro Loan Program:** loans up to \$50,000; unsecured loans up to \$10,000;
- **Small Loan Program:** loans from \$1,000 to \$200,000 for start-up and existing businesses;
- **Eligible Businesses:** for-profit businesses including restaurants, retail shops, arts/culture, home-based businesses, and many more;
- **Use of Funds:** Working capital, Leasehold improvements, Machinery & equipment, Furniture & fixtures, Inventory, Refinancing of business credit card debt

SEED Corp. loans have low fixed interest rates from 5 - 6% depending on bank participation with terms up to 120 months, 90-100% financing, no prepayment penalty, and business assistance. For more information on the Brockton Business Loan Program, please visit seedcorp.com or call (508) 822-1020.



Mansfield Bank Branch Celebrates 10 Years!

Photos by Rich Morgan Photography



Kathy Bunszel and Sandia Shannon, Mansfield Bank



John Korona, Mansfield Bank, Linc Todd, Mansfield True Value, and Christopher Cooney, Chamber President and CEO



Ellen Snoeyenbos, West Bridgewater Public Library, and John Korona, Mansfield Bank



Joanne Schneider, Eastern Bank, Timothy Holick, Wood Palace Kitchens, and Murray Vetstein, Source 4



Joe Kameese, Brockton Area Networking Group, John Peterson, and Linn Peterson

Rob Peters Entertainment Celebrates 30 Years!

Photos by Rich Morgan Photography



John Nesti, BAWIB, and Reverend Jim Thomas



Alison van Dam, Chamber VP of Business Development/Operations and Rob Peters of Rob Peters Entertainment, who celebrated his 30th year in business



Pamela Glatzer receives a free caricature portrait from FUN Enterprises



Nicoline Batista, and Krystel Love, BAWIB

Bo Yarabo, Mared Abouzeid, and Samie Jean

Maria Stephanos Featured at Breakfast

Photos by Rich Morgan Photography

Sponsored by: **BAWIB**
Investment Board



Maria Stephanos, co-anchor of WCVB Channel 5 Boston's NewsCenter5



Barbara Dixon, Braemore Health Center



Brian Hoffman, Children's Museum in Easton



Deven Awalt, Department of Industrial Accidents



Dan Trout, Mutual Bank and Sheila Sullivan-Jardim, Brockton Area Workforce Investment Board, event sponsor.



Shannon O'Brien and Maria Stephanos, WCVB

During the recent Good Morning Metro South at the new Barrett's Ale-house in West Bridgewater, the Department of Industrial Accidents' Office of Safety announced that the FY18 Workplace Safety Training & Education Grant Program Applications are currently being accepted.

The objective of this program is to promote safe and healthy conditions in the workplace by awarding state funds to eligible applicants who submit responses designed to provide and improve safety education and training in Occupational Safety and Health to employers/employees within the Commonwealth covered by the Massachusetts Workers' Compensation Law (M.G.L. Chapter 152). Complete instructions, will be detailed in the FY18 Safety Training Grant Application.

For more information and an application, please visit www.mass.gov/the-dias-workplace-safety-training-grant.

Modern McDonalds Opens in Brockton



Chamber staff, business community members, and Brockton officials attended this ribbon cutting to celebrate the newly renovated McDonald's Cafe located at 664 Crescent Street in Brockton. Pictured: Anne Beauregard, Brockton City Councilor, David Beaman, McDonald's Field Service Manager, Juan Ramirez, McDonald's General Manager, Andrew Chin, Chin Management, McDonald's, Karen Chin, McDonald's Owner/Operator, Carol Chin, McDonald's Owner/Operator, Vern Chin, McDonald's Owner/Operator, Bill Carpenter, Mayor, City of Brockton, Alison van Dam, VP, Metro South Chamber of Commerce, David Gagliardo, McDonald's Operations Consultant

O'Reilly Auto Parts Adds New Store, Brockton

900 West Chestnut Street is home to the newest O'Reilly Auto Parts Store. O'Reilly Auto Parts now has three locations in Brockton and many throughout the region.



Frederick Douglass Avenue Gets Creative



Artwork and a fresh coat of paint were added to a city-owned building on Frederick Douglass Avenue recently. This project represents a partnership between the Fuller Craft Museum, MassDevelopment, and the City of Brockton.

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Harbor Health Opens New Facility on Torrey Street

Temple Beth Emunah on Torrey Street has reopened as a Harbor Health adult medical day center. To celebrate, the center welcomed local community members for a visit and tour of the new facility. Harbor Health, with assistance from Citizens Bank, completely renovated the facility, creating a modern healthcare center designed to accommodate four hundred clients each day. For more information please visit www.hhs.us. Pictured are Brockton Mayor Bill Carpenter and Dan Driscoll and Chuck Jones, both of Harbor Health.



Leadership Topic Draws Many to Workshop



This month, the Chamber held a workshop entitled "The Answers To Your Leadership Questions Lie Within You!," hosted by George Loan-Baker of InnerOvation. Topics covered included personal value sets, reactions to stress and how they effect relationships, personal insight, actions to improve results, and a process to redefine problems that can hold one back. For more information, please visit www.innerovation.com.

Mayor Receives Small Business Support Award

The United States Conference of Mayors and the Partner America Program bestowed Mayor Bill Carpenter of Brockton, Massachusetts The Small Business Advocate Award for his dedication to the small businesses in his community recently. The presentation took place at the W.B. Mason Conference room hosted within the Metro South Chamber of Commerce Building.



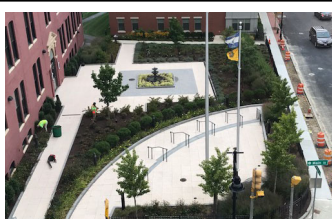
SEED Corp Receives Rockland Trust Support for Loans



South Eastern Economic Development (SEED) Corporation has received a \$25,000 grant from Rockland Trust Community Development Corporation to provide financial counseling to small businesses in Massachusetts and Rhode Island. The support will enable SEED to continue to provide financial counseling targeted to low and moderate income small business owners through workshops and individual sessions.

Park, Fountain Courtesy of Trinity Financial

Trinity Financial, developer of the former Enterprise News block, recently completed renovations to the U.S. Veteran's Park at the corner of Main Street and Center Street in Brockton. Centre Street improvements are also close to completion.



Fuller Craft Museum Open House A Success!



Denise Lebiga, Interim Director, and Titi Ngwenya, Director of Communications, celebrate the Fuller Craft Museum's recent open house. This event featured a ribbon cutting, new exhibits, open studios with live demonstrations, crafts for children and adults, and other fun activities. This event was one step in Fuller Craft Museum's effort to demonstrate its commitment to the city and to improve arts access to the residents of Brockton. For more information about the museum, please visit fullercraft.org.

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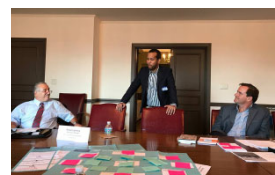
SERVING AREA BUSINESS SINCE 1975

Idea Accelerator With Bloomberg Philanthropies Comes to Brockton

Brockton has signed on to participate in the Bloomberg Philanthropies 2017 Mayors Challenge, a competition for U.S. cities with populations over 30,000 to receive funds to tackle an urgent urban challenge in an innovative way.

The Mayors Challenge encourages city leaders to think big, be bold, and uncover inventive and shareable ideas that tackle today's toughest problems.

Innovation experts recently visited Brockton to deliver city hall training workshops to accelerate idea development by drawing upon the expertise of the community. Pictured above are Pat Ciarabella, OCPC & Chris Cooney as they provide their community expertise.



Claire Cronin Speaks at Chamber Offices



John Jurczyk, Good Samaritan Medical Center, Sue Joss, Brockton Neighborhood Health Center, Michael Brady, State Senator, Ray Ledoux, Brockton Area Transit, Claire Cronin, State Senator, Dennis Gallagher, Town of Bridgewater, Dottie Fulginetti, Town of Easton, Gerard Cassidy, State Representative, Bill Carpenter, Brockton Mayor, and Christopher Cooney, Chamber President and CEO.

Sewer Expansion Proposed for Avon

Avon Industrial Park representatives recently met with Chamber President and CEO Christopher Cooney and Brockton Mayor Bill Carpenter regarding interest in expanding sewer service into the Avon Industrial Park. Projections of 250,000 gallons a day would service the entire industrial park.



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

104th ANNUAL meeting

Premier Sponsor



Contributing Sponsor



Media Sponsor:

The Enterprise

Ted Reinstein, Author and Reporter for Chronicle

12:00 pm - 1:45 pm



Ted Reinstein, WCVB

The Metro South Chamber of Commerce celebrates its 104th year of advocating for the economic advancement of the Metro South region. Join us as we celebrate our collective commitment to the region at the Chamber's 104th Annual Meeting on Wednesday, November 15, 2017, from 12:00 pm – 1:45 pm at the Massasoit Conference Center, 770 Crescent Street in Brockton. The keynote speaker will be Ted Reinstein of Chronicle.

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." 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 Dornier, 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*.

Join in on the Celebration!

At the luncheon, there will also be awards, entertainment, exciting raffles, valuable networking opportunities, and a fantastic giveaway for each attendee. Join us as we begin our 104th year, look forward to the future, and celebrate the vitality of the region and the businesses that have made Metro South great!

Awards Presentation!

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

Tickets Are on Sale Now!

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

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

Business-to-Business Expo

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

As part of the 104th Annual Meeting, the Metro South Chamber of Commerce will host a Business-2-Business Expo on Wednesday, November 15 from 10:30 am - 3:00 pm, at the Massasoit Conference Center, 770 Crescent Street in Brockton.

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



will be provided with meaningful opportunities to promote their company to prospect after prospect.

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



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

Promote Your Product, Service at Annual Meeting

Donate a prize for the Metro South Chamber 104th Annual Meeting Raffle and you will receive valuable exposure and direct promotion. Examples of prizes to donate: Gift certificates, bottles of wine, passes to cultural or educational events, free ads or clothing. Feel free to be traditional or creative! Proceeds go to the Metro South Chamber of Commerce Education Foundation. Contact Athena Lavoie at 508.586.0500 x 231 for more information.

Sponsor Your Chamber, Show Your Support

Sponsoring the Annual Meeting and EXPO offers your company exposure to the local business community and creates awareness for your products and services. It allows you to target your marketing efforts to business professionals and potential customers in the Metro South Region. Sponsorships can be tailored to fit your company needs. Call Athena Lavoie at (508) 586-0500 x 231 or email alavoie@metrosouthchamber.com.

Supporting Sponsors

The Enterprise


Member Profile- Meet Capital Lease Group



Albert E. Lawrence III
Capital Lease Group
 145 Manley St, Brockton MA 02301

Year Established:
 1974 as Multicar Leasing

Products or Services:
 Fleet Management, Business/Corporate Fleet Leasing of Vehicles and Heavy Equipment

Number of Employees:
 10 full time, 4 part time

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

As a full service fleet management company, we can order vehicles at significant discounts over dealerships and have them manufactured exactly to customer specifications. We can license, insure, maintain and dispose of our customers vehicles in a timely and efficient manner that reflects the integrity and care that only a family run, referral based business can provide. As experts with collectively over 110 years' experience in the full time staff there is no issue we do not have multiple solutions for while also maximizing savings in time, energy and of course cost for our customers.

What is your market area?
 Companies with a corporate head-

quarters in New England. We can deliver vehicles anywhere in the United States.

What markets do you serve?

We have a substantial presence in the health and human services area, we also service many customers in the HVAC, Electrical and Plumbing trades as well as Manufacturing and Construction.

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

Our objective with our customers (which are always businesses) is to demonstrate that a local, independent, family owned business can go toe to toe with the super-giant dealerships as well as the internationally owned leasing companies and win. We win not just on service, or on our attention to detail (each vehicle has a 3 step check process where 3 separate employees review it to ensure the correct vehicle is being ordered or sourced out of stock for our customers). We also win on price. Vehicles are everywhere, it's a saturated market and the true test we face as a company isn't products or services, its philosophy. My job is to effectively and concisely demonstrate the indisputable fact that businesses save money on their bottom line when they lease through us instead of purchasing. Demonstrating that all depreciating assets are a bad investment is easy but bridging that gap to action is the most challenging, and the most rewarding part of my position.

Greater Brockton Young Professionals Fall Mixer



John Nesti, BAWIB, Samie Jean, Solutions For, Inc.



Kayla Correia, Rockland Trust, Lil Errichetta, Rockland Trust



Timothy King, WB Mason and Jack Lally, City Councilor



Rich Leon, RCL Mechanical and Justin Rogers, JusttheAgent



Caroline DeJesus, Beantown Builders, Event Sponsor, and Christopher Cooney, Chamber President and CEO



CONDUCT IMPORTANT STUDIES

The Chamber conducts important regional studies anticipated to spur development and create jobs including. Past studies have included: a study on the creation of a regional water/sewer authority to achieve greater water/rate stability and sustainability; an assessment on the underutilized 35 acre CSX rail yard site in Brockton to determine its best use; a regional branding evaluation to establish attract business and visitor interest; and a land use study of the 65 acre Brockton Fairgrounds to provide a foundation upon which the City can develop the land.

ADVOCATE FOR BUSINESS

The Chamber testifies before the Brockton City Council for lower commercial tax rates and urges for a freeze on water/sewer rates. The Chamber also advocates for the expansion of the Middleboro/Lakeville rail line to the South Coast and recently approved a resolution in support of the downtown Enterprise/Trinity Block parking garage.

LEAD ON ISSUES OF REGIONALIZATION

The chamber meets with Metro South town officials and the Mayor of Brockton annually. The focus of this year's meeting was water and sewer issues affecting our region. An EPA and DEP permit was announced, allowing Brockton to open new sewer connections with neighboring towns. The Chamber also convened a focus group of Brockton CFO's to assist with analyzing cost benefit of infrastructure investment.

CELEBRATE NEW BUSINESSES

The Chamber held more than 12 Ribbon Cuttings this past year. The Chamber also assisted over 160 businesses, providing business expansion site assistance, resource partner referrals and other services. These projects represent an investment of over \$220 million over 900 new jobs.

PROMOTE WORK SITE WELLNESS

The Chamber created a Metro South Wellness Works program to promote healthy, happy and productive workers and work spaces leading to greater employee retention. Components include healthy lunch and learns and Downtown Brockton Wellness Walks to promote downtown businesses and generate additional foot traffic.

SUPPORT DIVERSITY

The Chamber hosts a diverse population of over 250 business and community members at a Multi-Cultural Business Forum. The event features a panel of Minority & Woman Owned businesses, a business resource expo and networking. The Chamber also hosts Supplier Diversity Workshop series and recently hosted the Prime Minister of Cape Verde as well as the Mandela Washington Fellowship for Young African Americans.

PROMOTE BUSINESS ASSISTANCE CENTER & EDUCATION

In the past year, the Chamber has hosted more than 21 workshops with an average of 20 people at each workshop. There were also a total of 300 people counseled on how to grow their business ideas through SCORE and the Massachusetts Small Business Development Center's advisors on site in the Chamber building.

ADVANCE THE REGION'S WORKFORCE

The Chamber sponsors the Brockton Area Workforce Investment Board's STEM Career Exploration Day, Career Day and Brockton Area Construction Day. In addition, the Chamber participates in the SE MA STEM Resource Panel, the Regional Workforce Skills Planning Initiative, partners on important employer surveys, and promotes the Greater Brockton Young Professionals Network program.

HOST HIGH PROFILE SPEAKERS

Speakers in the past year have included Steve Greene, Chairman of W.B. Mason; Ted Reinstein of Chronicle, Maria Stephanos of WCVB Channel 5; Hank Phillip Ryan, Investigative Reporter & Author; Dr. J.D. Foster, Chief Economist of the U.S. Chamber; Travis McCready, President of MA Life Science Center; Congressman Joe Kennedy; Treasurer Deb Goldberg; Lt Governor Karyn Polito, Secretary of Housing & Economic Development Jay Ash; and Attorney General Maura Healy.

HOLD MORE THAN 70 EVENTS ANNUALLY

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



City of Brockton

BROCKTON PUBLIC SCHOOLS

Kathleen A. Smith, JD • Superintendent of Schools

Office of the Superintendent

Phone (508) 580-7511 Fax (508) 580-7513

kathleensmith@bpsma.org

Dear Brockton Business Leaders:

The Brockton Public Schools is looking to forge strong, collaborative and creative relationships with the business community -- a means of not only easing the fallout of a large budget deficit on our students and staff, but as a way to also identify and train a stable, future workforce for you -- located right here in our city.

Working together, we can right the wrongs that a shortfall of this size has created for not only our district, but for the youth who rely on us for the knowledge and skills to take them forward into the world.

There are many ways to develop business partnerships with the BPS and create needed opportunities and benefits for tomorrow's leaders. Here are just a few that come to mind. Please feel free to add your own:

As a business or organization, you can:

Donate Materials and Supplies _____

Adopt a School/Grade/Class _____

Volunteer for Cleanups/Mentor/Come in and read/Help in the classroom/Hire our students _____

Please contact me in the spirit of community partnership and help ensure the success of the Brockton Public Schools and the future of its students.

Sincerely,

Kathleen A. Smith, JD
Superintendent of Schools

20th Anniversary of MassBenchmarks at the Federal Reserve Bank of Boston

The MassBenchmarks project is an initiative of the University of Massachusetts Office of the President and the University of Massachusetts Donahue Institute. The project mobilizes economic experts within the University of Massachusetts system and from other public and private research institutions around the state to produce and distribute relevant assessments of the Massachusetts economy through reports, commentary, and analysis. The journal is published online and in hardcopy in cooperation with the Federal Reserve Bank of Boston. Additional publications offering current assessments of the state economy are released electronically on a regular basis. For more information, please visit www.massbenchmarks.org.



Secretary Jay Ash addresses a large audience at the Federal Reserve Bank of Boston in recognition of MassBenchmarks' 20 years of publication

BROCKTON KIDS COUNT

Brockton Neighborhood Health Center Featured in The Kresge Foundation's Annual Report

Located in one of the state's original 11 "Gateway Cities," Brockton has been designated as a struggling urban center facing tough social and economic challenges. The Pleasant Street parcel had long housed a national chain supermarket before becoming a warehouse. After the latter was abandoned, the building fell into disrepair. Brockton police were among the most frequent visitors to the blighted property.

Today, that parcel has been completely transformed by local entrepreneurs and community leaders with financing from The Kresge Foundation, Boston Community Capital and several other investors. Locally based Vicente's Supermarket opened a new location there in the summer of 2015, offering the city's large Cape Verdean population healthy, traditional foods and more than 100 jobs. Rounding out the \$20 million complex is Brockton Neighborhood Health Center's gleaming new primary care facility, which employs a full-time nutritionist to shop with patients and demonstrate healthy cooking in the center's test kitchen.

The Pleasant Street complex exemplifies the social investment Kresge is making in cities across New England through its support of community-oriented lenders like Boston Community Capital. Another \$3 million program-related investment loan from Kresge in 2016 is paving the way for Boston Community Capital and its partner, MassDevelopment, to continue this work not only in Brockton -- where 18 percent of residents live in poverty and the average annual household income is below \$50,000 -- but also in 10 other small-to-medium-size Massachusetts cities hit hard by the loss of manufacturing jobs. From Providence to Brockton to Boston and throughout New England, Kresge's Social Investment Practice is opening the flow of capital to parts of the region hit hard by economic distress.

Entrepreneurs, previously denied access to financing for their small businesses, are seeing their dreams realized. Families on the verge of foreclosure are being stabilized. Long-blighted properties are seeing new life and promise. Leaders from multiple sectors are meeting face-to-face, in some cases for the first time, to collaborate creatively for the betterment of their cities.

"Anyone who thinks this is simple has never tried," says Boston Community Capital's Cherry. "It requires flexible capital, understanding the community and bringing various stakeholders together -- exactly the kind of systems change that Kresge believes in."

Buying a Home With Bridgewater Savings Bank

Interested in buying your first home but need to know more? Bridgewater Savings Bank is sponsoring a Neighborworks Homebuyer Education Workshop at the Metro South Chamber of Commerce in Brockton (60 School Street) on Saturday, October 21 and Saturday, October 28, from 9:00 am to 1:00 pm. Cost to attend is \$20, and those who complete both sessions will receive a CHAPA/ HUD/ MassHousing-approved First Time Homebuyer Certificate. Information and registration can be found at <http://nwsoma.org/events/october-21-28-2017-brockton-homebuyer-workshop/> or by calling Elvira Caldeira of Neighborworks at (617)770-2227, ext 34.

When You Hear "Fall," You Shouldn't Think About Your Bottom Line. Sign Up to SCORE Now!



to help you in the new season.

If you're just starting a business, SCORE mentors can provide the practical action plan, education and tools you need to open your doors and establish a customer base. Already own a business? Our volunteer mentors can help identify ways to increase profit, improve employee and customer satisfaction, and achieve work/life balance. With SCORE, you can have the honest, confidential and sometimes tough conversations about raising money, motivating your team, marketing your business, and other topics. Learn more by visiting sema.score.org or by calling (508) 587-2673.

New season, same mentality. To succeed, you have to stay ahead of the competition; whether you're looking for a business direction sheet or working to tap into value creation, connect with a SCORE mentor

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RENEWING *Members*

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Bell Stoughton
Brockton Area Multi-Services, Inc.
Brockton Community Schools
Brockton Educational Foundation, Inc.
Brockton Fair
Brockton Public Library
Brockton Symphony Orchestra
CATAx, Inc./Christos Liapopoulos
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Farley Funeral Home, Inc.
George's Cafe
Hajjar Management Co., Inc.

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WELCOME *New Members*

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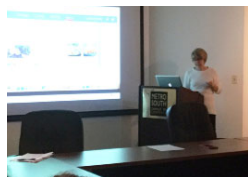
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Insurance

Rotary Club of Brockton
Ms. Elaine Reiser
PO Box 537
Brockton, MA 02302
(508) 572-6157
https://portal.clubrunner.ca/4835
*Community Service Organization/
Non-profit*

Solutions For, Inc.
Ms. Margo Abouzeid
180 Old Colony Ave,
Quincy, MA 02169
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To Join the Chamber, contact Alison van Dam
(508) 586-0500 x 225, avandam@metrosouthchamber.com

Interested in Hosting a Member-Led Workshop?



Learn to Use Constant Contact, presented by Tricia White of T. White Creations

Do you have knowledge you'd like to share with the business community? Host a member-led workshop at the Metro South Chamber of Commerce and help others learn about an important topic. Hosting a workshop is free of charge for members and includes conference space at the Chamber office building in Brockton.

Past topics have included: investing, marketing, social media, and more. If you are interested in hosting a member-led workshop, contact Athena Lavoie at (508) 586-0500 x231, alavoie@metrosouthchamber.com.

Brockton Celebrates the Holiday Season on 11/25



The 31st Annual Greater Brockton Holiday Parade is on the way: mark your calendars for Saturday, November 25. This year's theme is Celebrating the Holidays of our Ancestors. The Downtown Brockton Association is encouraging schools, community organizations, churches, and businesses to build the biggest and most creative floats ever in the city's history. For more information about sponsorship or participation, you can visit <http://usachristmastown.com/>.

10 Reasons to Join the Metro South Chamber of Commerce

1. New Business Contacts
2. Legislative Action
3. Professional Development
4. Economic Development
5. Human Resource Hotline
6. Publicity & Exposure
7. Referrals
8. Discounts & Savings
9. Business News & Info
10. Community Investment

**METRO
SOUTH
CHAMBER OF
COMMERCE**

For more information, please contact Alison van Dam at avandam@metrosouthchamber.com, (508) 586-0500 x225, or visit metrosouthchamber.com.

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.



The **Bridgewater Business Association (BBA)** is a non-profit corporation devoted to the corporate and community interest. They promote unity between towns and the business community and are committed to promoting goodwill among business owners, interacting with town government, and encouraging growth of member businesses.

Join the **Stoughton Chamber of Commerce** for SCC Roasts Roy Cohen on Saturday, November 4 starting at 6:30 at the Stoughton VFW Post 1645 at 837 Washington Street. Roy will be roasted, Marjorie Clapprood will be our Emcee Extraordinaire, and Political Asylum will perform. For more information visit stoughtonma.com.



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



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** 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.



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 for more information



The **South Shore Women's Business Network (SSWBN)** will hold a Lunch N' Learn to help you fine tune your sales skills. The event will be hosted by Hazel Butters on October 19 from 12:00 pm - 1:30 pm at 160 Old Derby Street, Lower Level, in Hingham Ma. For more information please visit sswbn.com.

Buy Local From These New Chamber of Commerce Members

Barrett's Alehouse West Bridgewater



674 West Center Street, West Bridgewater • 1 (508) 510-4201
<http://barrettsalehousewestbridgewater.com/>

West Bridgewater is the latest member of the Barrett's Alehouse restaurant family, and at 23,000 square feet it's their biggest location yet. Featuring 530 seats, including a dining room, lounge, and outdoor deck, 65 TV's, game room, and a private function rooms that can accommodate up to 200 guests, this newest hotspot sets the standard for an eventful dining and entertainment experience.

Pop Tops



10 Plymouth Drive, South Easton • (508) 580-2580
www.poptopssportswear.com

Pop Tops Sportswear is your premier destination for all your apparel decorating needs. We specialize in screen printing, embroidery, sublimation and Made in the USA custom manufactured sports apparel and accessories.

- State of the Art Screen Printing Capabilities
- Custom Embroidery Department
- Latest Technology in Sublimation
- Custom Manufacturing in the USA

Liberty Mutual



15 Robert Drive, South Easton • (508) 238-4144
www.libertymutual.com/insurance-office-south-easton-ma

Liberty Mutual Insurance has a local office in S Easton, MA offering auto, property, and life insurance. Our representatives have access to multiple carriers to find the best insurance solution to meet your family needs. We recently introduced access to Pet Insurance for furry family members! For a quote simply stop by the office or call (508) 238-4414 to speak with an agent.

Join the Chamber!

YOUR BUSINESS PROFILE HERE...

...When You Join the Chamber.
 Call Alison at 508.586.0500 x 225,
 or email: avandam@metrosouthchamber.com

60 School Street, Brockton • 508-586-0500
www.metrosouthchamber.com

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

Starting a Business?

Need help starting your business?
 Looking for money to start your business?

The Metro South Business Assistance Can Help!

COUNSELING: Individual counseling is available by appointment for start-up and existing businesses. Counselors are working or retired professionals, highly experienced and willing to share their knowledge in financing, marketing, management, and more.

REFERENCE MATERIALS: An outstanding collection of reference materials that include hundreds of fully detailed, step-by-step guides for every aspect of starting and maintaining a small business.

ACCESS: To computer and business-related software, including QuickBooks Pro, Business Plan Pro, Loan Builder, Microsoft Office, and more.

EDUCATION: Workshops include QuickBooks, Writing a Business Plan, SEED Commercial, Social Media Series, DCAMM Certification, and more.

(508) 586-0500 • metrosouthchamber.com/resources/business-assistance

Premier Sponsor:

Major Sponsors:

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.metrosouthchamber.com

BUSINESS EVENTS Planner

October 4

28th Annual Legislative Reception

5:00 pm - 7:30 pm

Donahue Hall, Stonehill College
 320 Washington Street, North Easton

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

Cost: \$5 members, \$15 Future Members

Register online: metrosouthchamber.com/calendar

October 12

Steps to Boost Your Business

10:00 am - 11:00 am

Metro South Chamber
 60 School Street, Brockton

This member-led workshop will help you build your business confidently and sustainably.

Cost: Free, but registration is requested.

Register online: <https://tinyurl.com/mscnextlevel>

October 19

Business After Hours

5:00 pm - 7:00 pm

Wood Palace Kitchens
 7 Mill Street, Middleboro

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

IT'S EASY TO REGISTER!

(508) 586-0500 x231 ☎

(508) 587-1340 ☎

E-mail: alavoie@metrosouthchamber.com ✉

Online: www.metrosouthchamber.com

Send reservation and payment to:

Metro South Chamber of Commerce

Sixty School Street

Brockton, MA 02301 - 4087



FIND US

October 25

Good Morning Metro South

11:30 am - 1:00 pm

Harbor Health Elder Service Plan
 479 Torrey Street, Brockton

Join us for a presentation from Canada's General Consulate to New England David Alward.

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

Register online: metrosouthchamber.com/calendar

November 15

Annual Meeting Expo

10:30 - 12:00, 1:45 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

November 15

Annual Meeting Luncheon

12:00 pm - 1:45 pm

Conference Center @ Massasoit
 770 Crescent Street, Brockton

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

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

Register online: metrosouthchamber.com/calendar



facebook.com/metrosouthchambercommerce



twitter.com/MetroSouth



linkedin.com/groups?gid=1830527



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