



November  
2018

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.



Kayla May  
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Caitlin McGillicuddy  
Page 2

**105th Annual Meeting to Feature Maria Milagros**

Wednesday, November 14 | Teen Challenge Multipurpose Auditorium | 1315 Main Street, Brockton

Premier Sponsor



**105th ANNUAL  
meeting**

November 14, 2018

Supporting Sponsor



You and your guests are cordially invited to the Chamber's Annual Meeting, a celebration of businesses working together for the future of the Metro South region. Join us along with over 400 business people and community leaders as we celebrate our 105th year advocating for business and fostering economic vitality.



**THE LUNCHEON & OUR SPEAKER: MARIA MILAGROS**

Maria Milagros (Vazquez), author of *Super Sparkly Everything*, is a speaker, author, storyteller and empowerment life coach. Whether sharing her life experiences and knowledge through impactful talks, workshops, leadership training, life coaching or videos, Maria uses stories to bring encouragement, education and love to empower others to get out of their way and break free from any hindering thoughts or beliefs, so that they can live amazing lives and leave their unique and positive mark on the world. She knows that no matter where you come from, what you've been through, or what you have done, love, connection, and personal responsibility can change every area of your life.

*During the luncheon, there will also be awards, entertainment, exciting raffles, valuable networking opportunities, and a special giveaway for each attendee. Join us as we celebrate our 105th year, the vitality of the region, and the businesses that make Metro South great!*

*Tickets are \$100 for members and \$135 for future-members.  
A few corporate tables of 10 & sponsorships are still available.*

Visit [www.metroouthchamber.com/events/annual-meeting-expo](http://www.metroouthchamber.com/events/annual-meeting-expo) to learn more. Contact the chamber with any questions. (508) 586-0500 or email [ESTratton@metrosouthchamber.com](mailto:ESTratton@metrosouthchamber.com)

**BUSINESS-TO-BUSINESS EXPO: RESERVE YOUR BOOTH SPACE!**

Expand your business and reach over 400 business people at the Business-to-Business Expo. Designed to be a personal table top Expo, your organization will be provided with meaningful opportunities to promote your company to prospective clients. It is the right place, the right time, and the right audience.

*The cost of a table is \$499 for members and \$599 for future members.*

For information on reserving your table, contact the chamber at (508) 586-0500 or email [ESTratton@metrosouthchamber.com](mailto:ESTratton@metrosouthchamber.com).

*The Expo is free to walk the floor, but please RSVP in advance.*



**Chamber Urges No on 1 - Vote November 6th**

**Five Reasons to vote NO on Question #1**

1. Crucial healthcare decisions should be made at the bedside and not at the ballot box.
2. If approved, rigid nursing ratios at all hospitals will be enforced with NO exceptions.
3. If implemented, the costs to hospitals and the Commonwealth will rise by more than one billion dollars annually.
4. Only 1 state has approved a similar ballot question and they rank 25th in terms of patient safety, Massachusetts ranks 4th.
5. Visit [www.protectpatientsafety.com](http://www.protectpatientsafety.com) to learn more about why a NO vote on Question 1 is best November 6.

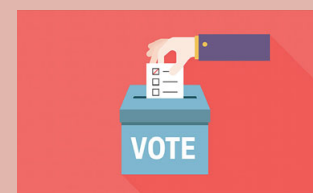
**Fred Clark Elected Chair  
of Chamber Board**



Frederick W. Clark Jr., Esq., is the 12th president in the 175-year history of Bridgewater State University. He was born and raised in Brockton and lives in Easton with his wife Carrie Kulick-Clark. They have two sons and a daughter. Fred is a graduate of Bridgewater State University and holds a law degree from Suffolk University. He has served many roles at BSU including Chairman of Board of Trustees. Regionally, he has been collaborating with colleagues from the University of Massachusetts Boston and Massasoit Community College to develop a public higher education consortium in the City of Brockton. He has been a key convener of regional economic development and workforce development conferences and forums, and has led successful business outreach efforts.

**Election Day is November 6**

Local elections will take place on Tuesday, November 6. Show your support for your local community and candidates by performing this important civic duty.



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## Chamber Welcomes Kayla May, Member Engagement



Kayla May, Metro South Chamber of Commerce

Kayla May joins the Chamber staff team as Member Engagement Specialist. She comes to the Chamber from the Brockton 21st Century Corporation. Kayla is a native of Brockton with a wide range of experience including Administrative Assistance, Metal Fabrication, Veterinary Assistance, and Medical Assistance.

Kayla's responsibilities include assisting with Chamber communications, event registrations, and member referrals.

"The Chamber is pleased to welcome Kayla and we look forward to introducing her to Chamber businesses and members. We are confident Kayla's assistance will add value to each interaction. She has a good

base of knowledge regarding the city and region," said Chamber president and CEO, Chris Cooney, CCE. For any questions regarding membership, or to join, contact Kayla (508) 586-0500 x 221, KMay@metrosouthchamber.com

## SEED Offers Free Two-Session Small Biz. Workshop

Wednesday, November 7 | 60 School Street | 8:30 am - 12:00 pm & 1:00 pm - 4:00 pm



Throughout the year, SEED offers free workshops and seminars designated to help you start or grow your small business.

On Wednesday, November 7th at the Chamber, SEED Corp. (South Eastern Economic Development Corporation) will hold two workshops for small businesses. Session I runs from 8:30 am - 12:00 pm, and Session II runs from 1:00 pm - 4:00 pm. Breakfast and lunch will be provided.

The Metro South Chamber of Commerce is located at 60 School Street in Brockton, the workshops will be held in the downstairs conference room. Complimentary breakfast and lunch will be provided. To register, email Jessica Mello of SEED Corp at [jmello@seedcorp.com](mailto:jmello@seedcorp.com). You can learn more about this workshop and others supported by the Chamber at [metrosouthchamber.com/events/workshops](http://metrosouthchamber.com/events/workshops).

*Session I: Introduction to the Fundamentals of Business Ownership (8:30am-12:00pm)*

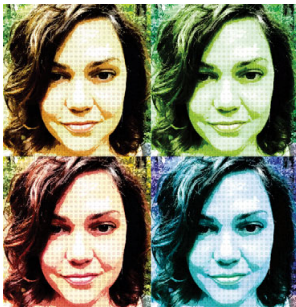
This workshop focuses on helping entrepreneurs understand the fundamentals of owning a business. Information on how to get started, where and how to get financing, and the loan application process will be presented. Attendees will also be provided with a free business plan guide and other materials.

*Session II: Understanding and Preparing Financial Statements (1:00pm-4:00pm)*

This workshop helps 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 operate the business more efficiently. Visit [seedcorp.com](http://seedcorp.com) to learn more.

## December Good Morning Metro South Breakfast at Good Samaritan Medical Center 12/6

Thursday, December 6 | Moakley Center @ Good Samaritan Medical Center - 235 North Pearl Street, Brockton | 7:30 am - 9:00 am



Caitlin McGillicuddy, Executive Director, The Children's Museum in Easton

The December edition of Good Morning Metro South will take place at the Moakley Center at Good Samaritan Medical Center. One of the speakers will be the new Executive Director of the Children's Museum in Easton, Caitlin McGillicuddy.

As the newly appointed Executive Director of the Children's Museum in Easton, Caitlin has led the Museum through its largest physical update in nearly 10 years. She is charting a course to solidify the Museum as an innovative and creative educational and community resource. Additional speakers include representatives from Cambridge Savings Bank and Good Samaritan Medical Center to provide updates. To learn more, visit [metrosouthchamber.com/events/gmms](http://metrosouthchamber.com/events/gmms). To register, visit [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration), or contact Amanda Alfani at (508) 586-0500 x 231.



Sponsor:



Host:



## Cyber Security Lunch & Learn @ the Chamber

Friday, November 16 | 60 School Street, Brockton | 11:30 am - 1:00 pm



"Did you know that every 42 seconds there is a data breach with over 80% being caused by human error? On Friday, November 16th, ADT Protection1

will hold a Cyber Security Lunch & Learn at the Metro South Chamber of Commerce, downstairs conference room. Learn how you can protect your business from cyber criminals by looking at proactive security measures along with reactive security measures that you can do on your own and that will help protect your company's information from being compromised and held for ransom or sold on the dark-web." To register, visit [bit.ly/2F3Ndu5](http://bit.ly/2F3Ndu5)

## 2 Free Vendor Workshops: SDO & COMMBUYS

Monday, December 10 & December 17 | 115 Commercial Street, Brockton | 10:00 am - 12:00 pm



The Metro South Chamber of Commerce will once again sponsor two free vendor workshops in December given by the Operational Services Division (OSD) and hosted at Crescent Credit Union, located at 115 Commercial Street in Brockton. These workshops have been well

attended in the past with excellent reviews and feedback provided by those that have taken advantage of this opportunity in the past.

**Supplier Diversity Office (SDO) Pre-Certification:** The first workshop will be held on Monday, December 10th from 10:00 am - 12:00 pm. This workshop is designed for businesses that are interested in learning how to apply for SDO certification. Attendance at a Pre-Certification Workshop is required before a business may apply for certification as a Minority, Woman, and/or Veteran Business Enterprise. This workshop will provide information on how to begin the certification process. Certification may help your business to become more marketable for government entities, learn about new government bidding opportunities, and create Business to Business (B2B) partnerships. Register online at [bit.ly/2CxSqaP](http://bit.ly/2CxSqaP).

**Connecting Your Business to the Commonwealth:** This workshop will be held on Monday, December 17th from 10:00 am - 12:00 pm. This workshop is designed for businesses that are interested in learning how to do business with the State. The workshop will provide participants with information about the bidding process and where to find bidding opportunities, the basics of COMMBUYS (the Commonwealth's online Market Center), how to market to public entities (including state and local agencies), and the Small Business Purchasing Program and SDO Certification. Register online at [bit.ly/2S2xXAI](http://bit.ly/2S2xXAI). For additional information, contact the Operational Services Division located at One Ashburton Place, Suite 1017, Boston, MA. Call (617) 720-3300, or email [osdtraining@mass.gov](mailto:osdtraining@mass.gov).





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

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Kim Hollon - Signature Healthcare

Richard Hynes - Barbour Corporation

Jeni Mather - J.M. Pet Resort

Jim Murphy, LSP - Tracey Environmental, LLC

Matthew Osborne - Eastern Bank

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Andrew Racza - Abington Bank

Albert Senesie - Victory Human Services

Kathleen Smith - Brockton Public Schools

George Spiliotis - Crown Linen

Lisa Stratton - The Enterprise

Peter Vlaco - Brophy & Phillips Company, Inc.

**CHAMBER STAFF****(508) 586-0500 Front Desk x 221**

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

**Amanda Alfani**  
Programs and Events x 231

**Ann Marrese**  
Director of Accounting and Finance x 230

**Kayla May**  
Member Engagement Specialist x 221

**Emma Stratton**  
Communications Coordinator x 222

**David Boehm**  
REDO Coordinator x 225

*Newsletter Written & Designed by Emma Stratton*

*Printing Provided by The Enterprise*



**ACCREDITED**  
CHAMBER OF COMMERCE

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

**Metro South Chamber of Commerce**

Sixty School Street, Brockton, MA 02301-4087

tel: (508) 586-0500

fax: (508) 587-1340

info@metrosouthchamber.com

www.metroouthchamber.com

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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 universal access to all programs. If you or your employees require assistance in this area, please let us know by calling the Chamber at (508) 586-0500 at least 48 hours in advance.

**CHAMBER Calendar**

*Networking at events is one of the most effective ways to grow your business!*

**November**

<b>6</b>	<b>Election Day</b>	7:00 am
<b>7</b>	<b>Ambassador Meeting</b>	8:00 am
<b>7</b>	<b>SEED Workshop</b>	8:30 am
<b>14</b>	<b>Annual Meeting &amp; Business Expo</b>	10:30 am
The Multipurpose Auditorium at Teen Challenge 1315 Main Street, Brockton [Business-to-Business Expo: 10:30 am - 12:00 pm & 1:30 pm - 3:00 pm] [Luncheon: 12:00 pm - 1:30 pm]		
<b>16</b>	<b>Cyber Security Lunch &amp; Learn</b>	11:30 am
Member-led workshop @ the Chamber: ADT Protection1		

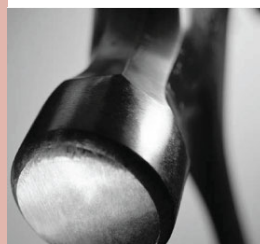
**December**

<b>5</b>	<b>Ambassador Meeting</b>	8:00 am
<b>6</b>	<b>Good Morning Metro South</b>	7:30 am
Moakley Center, Good Samaritan Medical Center, 235 N Pearl Street, Brockton		
<b>10</b>	<b>SDO Pre-Certification Workshop</b>	10:00 am
Crescent Credit Union, 115 Commercial Street		
<b>17</b>	<b>Connecting Your Business to the Commonwealth</b>	10:00 am
Crescent Credit Union, 115 Commercial Street		

**January**

<b>9</b>	<b>Ambassador Meeting</b>	8:00 am
<b>15</b>	<b>Executive Board Meeting</b>	3:00 pm

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, member-to-member support, increasing awareness and promoting active participation in Chamber programs and services. To learn more, please email Kayla at KMay@metrosouthchamber.com. **The next meeting will be held on December 5th at 8:00 am at the Chamber.**

**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.

**METRO SOUTH**  
CHAMBER OF COMMERCE

*Leading Businesses.  
Leading Communities.*

**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

### Fuller Craft Museum Current Exhibitions: "Context": Language, Media, and Meaning from the Surface Design Association

"Context" is a juried exhibition of work created by members of the Surface Design Association Massachusetts & Rhode Island chapter and the Connecticut chapter. This collaborative project explores traditional, non-traditional, and contemporary practices of incorporating written language in textile-inspired art and design. Context will be juried by Bruce D. Hoffman, an independent curator, artist, writer, and educator, and Director of Gravers Lane Gallery in Chestnut Hill, PA. Visit [www.fullercraft.org](http://www.fullercraft.org) to learn more.

### JJ's Caffe Recognized in People Magazine's "Your Favorite Breakfast In Every State"

Claiming the spot for Massachusetts' Favorite Breakfast in the October 8, 2018 edition of *People Magazine*, JJ's Caffe in Brockton has gotten some well-deserved publicity! *People Magazine* said, "The father-and-son team deliver cozy comfort food like their Crème Brûlée French Toast with house-made apple-cinnamon syrup and crème fraîche." Congrats!

### Free Substance Use Prevention Training for Trade Workers, November 29th in Brockton

From 2011-2016, there were 610 overdose deaths that occurred within the communities of Bridgewater, Brockton, East Bridgewater, Hanson, Rockland and Whitman. Of those 610 overdoses within the region, 52% of the individuals who were employed at the time of their death worked in some form of the trades. As a result of these findings, the Brockton Area Prevention Collaborative will be offering a FREE training on Thursday, November 29th at 11:30AM at Doyle's on East Ashland in Brockton for companies in the trades with lunch provided. Please register by November 16th. This training will provide information about

Members - send Good News to  
[estratton@metrosouthchamber.com](mailto:estratton@metrosouthchamber.com)

Sponsored by: Good Samaritan Medical Center

early warning signs of substance use, how to access Narcan, and resources to connect their employees or coworkers with. Contact Holly Savignano at [hsavignano@hptc.org](mailto:hsavignano@hptc.org) or visit [www.opioidoverdoseprevention.org](http://www.opioidoverdoseprevention.org)

### Science of Happiness @ Connemara

Presented by Robin Thomas, OTR/L of HealthPro Heritage, on Thursday, November 8th, Connemara Senior Living Campello will host a discussion about the specific benefits of happiness and scientific trends in happiness research. Also learn practical things you can do to raise your own happiness levels every day! Located at 25 East Nilsson Street in Brockton, from 7:30 am - 9:00am, breakfast will be served. RSVP to Marni Dunton, [mdunton@connemaraseniorliving.com](mailto:mdunton@connemaraseniorliving.com)

### Brockton Resident Tim Ehlers Earns RICP Designation to Address Complex Financial Needs of Aging Population

Tim Ehlers, Financial Advisor at Concord Wealth Management in Brockton has earned the Retirement Income Certified Professional (RICP) designation which equips him with the knowledge to effectively manage the transition from asset accumulation during a client's working years to asset decumulation in retirement by delivering smart strategies for creating secure, sustainable income for client's retirement. To learn more, visit [www.cwmofnewengland.com](http://www.cwmofnewengland.com)

### Texas Roadhouse Business Luncheon

Texas Roadhouse at 124 Westgate Drive in Brockton will open its doors for a free business luncheon on Tuesday, November 13th from 2:00 pm - 4:00 pm to discuss how they can partner with your business. Their goal is to inform fellow business owners about the opportunities available for support and assistance from Texas Roadhouse. To learn more, contact

Candi Fay at [LSMBrockton@gmail.com](mailto:LSMBrockton@gmail.com).

### Brockton Holiday Parade Saturday Nov. 24

1:00 pm - 3:00 pm Holiday Parade Theme: "Classic Holiday Story". "The 32nd Annual Brockton Holiday Parade and USA Christmas Town Events will celebrate more than 128 Years since James Edgar donned that First Department Store Santa Suit – thus, changing the way we celebrate the holidays worldwide! We are proud to be a part of such an iconic piece of history and are looking forward to celebrating bigger and better than ever before." To learn more, visit [usachristmastown.org/brockton-holiday-parade](http://usachristmastown.org/brockton-holiday-parade).

### United States Census 2020

The U.S. Census Bureau is committed to hiring Census Takers to work in their own communities—there are thousands of jobs available nationwide. It's an important way you can support your community and get paid while doing it. By working in the field, you're helping to make sure that everyone is counted. It's work that's good for you and for your community. For more information or help applying, call 1-855-JOB-2020 or visit [2020census.gov/jobs](http://2020census.gov/jobs).

### MassHire Greater Brockton YouthWorks Offers Banking & Finance Training Program

The Banking & Finance Training Program is designed to provide an introduction and an overview of the financial/banking services industry. Participants will gain the opportunity to develop basic financial knowledge and abilities, along with the required competencies and social skills necessary for employment / advancement in the field of finance. Limited slots available, contact David Vincent for details. (508) 584-9800 x 26, [DVincent@masshireGBWB.org](mailto:DVincent@masshireGBWB.org)

### Fuller Craft Museum Upcoming Exhibitions: "Felt: Fiber Transformed"

"Felt is a practice older than both weaving and spinning, with numerous theories

as to its origin. In felting, the simple and repetitive manipulation of strands of wool begins the process – whether through rolling and squeezing the wet matter, roving again and again, or jabbing time and again with barbed needles to interlock the strands. Simply put, the wool fibers are transformed. The artists in Felt: Fiber Transformed each begin with one of these basic methods to create the diverse contemporary works in this exhibition. Drawing on pieces selected to be featured for the in-print exhibition in *Fiber Art Now* – a publication of the Fiber Art Network – six contemporary artists offer an exciting look at work in the medium of felt today. This exhibition was curated by Noelle Foye, Director Emerita at the New Bedford Art Museum, as well as a freelance writer, arts consultant, and former Education Director at Fuller Craft Museum." Visit [www.fullercraft.org](http://www.fullercraft.org) to learn more.

### Immigration Law Post Election 2018: Khanbabai @ Martin Institute November 8

Attorney Mahsa Khanbabai has dedicated her legal career to immigration and naturalization issues, representing individual, nonprofit, educational and business clients. She assists clients with employment visas, asylum cases, family petitions, and citizenship applications, as well as other immigration related matters. A significant part of Mahsa's practice is devoted to assisting foreign dental students, international medical graduates with J-1 waiver issues, as well as other employment related work visa matters. She has been an active member of the American Immigration Lawyers Association for over 16 years and currently serves as the Secretary of the New England Chapter. Attorney Khanbabai was born in Iran and raised in Western Massachusetts. As a 1st generation immigrant whose father was a J1 physician, she is personally familiar with the hardships the immigration process can present. Brunch will be served; please RSVP to [martininstitute@stonehill.edu](mailto:martininstitute@stonehill.edu).

## Health Care Matters

### Community Blood Drive at Good Samaritan

Good Samaritan Medical Center (235 North Pearl Street, Brockton) will host a Community Blood Drive on Tuesday, November 20th from 11:30 am - 4:30 pm. GIVE MORE LIFE. DONATE BLOOD. Please call 1-800-RED CROSS (1-800-733-2767) or visit [redcrossblood.org](http://redcrossblood.org) and enter: GoodSamaritan to schedule an appointment. Streamline your donation experience and save up to 15 minutes by visiting [RedCrossBlood.org/RapidPass](http://RedCrossBlood.org/RapidPass) to complete your pre-donation reading and health history questions on the day of your appointment.

### Good Samaritan Welcomes New OB/GYN

Please join Good Samaritan Medical Center in welcoming Stacey L. Wessman, DO to the Obstetrics and Gynecology (OB/GYN) medical staff. Dr. Wessman attended the University of New England College of Osteopathic Medicine, Biddeford, ME, where she earned her medical degree. She then went on to complete her residency in OB/GYN at the University of Massachusetts Medical Center, Worcester, MA. Dr. Wessman is Board Certified by the American Board of Obstetrics and Gynecology and is accepting new patients at her office located at SMG Women's

Health, 21 Bristol Drive, Suite 203, South Easton. Appointment may be made by calling 508-565-3411. She will also have office hours at SMG Women's Health Brockton, 830 Oak Street, 223E, Brockton.

### November is Lung Cancer Awareness Month

Did you know that lung cancer is by far the leading cause of cancer death among both men and women? Smokers have a higher risk of developing lung cancer. Good Samaritan Medical Center offers a free Smoking Cessation Treatment Program to support those trying to stop

the use of nicotine and promote better overall health. This treatment program is free, spread over six sessions, and open to enrollment. Please call Jean Cohenno in The Smoking Cessation Department at 508-427-2327 to obtain a class start date and time, or fill out the form below to request more information. Classes are held at the Medical Center located at 235 North Pearl Street Brockton, MA Please note: you must register for these free classes. This is not a weekly drop in support group. Visit [goodsamaritanmedical.org/11/event/smoking-cessation](http://goodsamaritanmedical.org/11/event/smoking-cessation) to learn more.

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## Cooney Addresses Avon Industrial Park Association



Members of the Avon Industrial Park Association and town officials met with Chamber President & CEO, Chris Cooney (right)

Chamber CEO, Chris Cooney, was recently invited by Bob Costa of BC Tent and Awning to address the annual meeting of the organization. Cooney applauded to cooperation between the businesses and the town leadership in preventing commercial tax bills from increasing. He also encouraged investment in the industrial park by the town and state by adding sewerage capacity to the park. Commercial land and property values naturally rise when sewerage is introduced and the commercial mix of businesses begins to strengthen and diversify. Cooney has arranged several meetings between Brockton Mayor Bill Carpenter and Avon businesses and elected officials. Cooney said, "The expansion of sewerage to Avon was always the intent from the very beginning of construction of the regional water reclamation facility (sewerage treatment facility) located in Brockton. Now is a great time for the communities to come together and chart a course toward making this a reality." Both communities would benefit in terms of sharing costs, retaining jobs and increasing the tax base. To learn more about this visit [avonindustrialpark.org](http://avonindustrialpark.org), you can view the study on regional sewerage at [metrosouthchamber.com/studies](http://metrosouthchamber.com/studies).

## Good Sam Hosts Brockton Partnership Meeting



Good Samaritan Medical Center President, Harry Bane, welcomed many business leaders to the Joseph Moakley Conference Room for a meeting to discuss topics of economic importance to Brockton and the Metro South region. Among the topics discussed, were the more than a dozen anticipated construction projects within Brockton to break ground within the next ten months. The new parking garage set for construction is at the center of the building boon and will provide roughly four hundred new spaces in support of mixed use construction featuring residential, commercial and retail space.

In addition, a recent study focused on the development of health care and life-sciences was discussed. The City of Brockton has earned the Gold designation as a community interested in hosting activity and organizations within the industry. An area along route 24 centered on the exit 18 area is the focus of the recent study. The area includes all of the Good Samaritan Medical Center property, Walmart area along Oak Street, and Westgate Mall. You can view the study on the chamber website at [metrosouthchamber.com/studies](http://metrosouthchamber.com/studies). The next meeting is schedule to take place on Friday, November 16 at 7:30 am.

## Chamber Attends BAT Annual Planning Session



The BAT Management Team met for a day long planning session in October.

The division leadership of the Brockton Area Transit Authority recently met to discuss plans for the future of the organization. The full day planning session included sessions on best practices, safety compliance, vehicle maintenance and customer service. More information about Brockton Area Transit Authority (BAT) can be found at [ridebat.com](http://ridebat.com)

**bat**

## Save the Date! GMMS Brunch at Stonehill, January



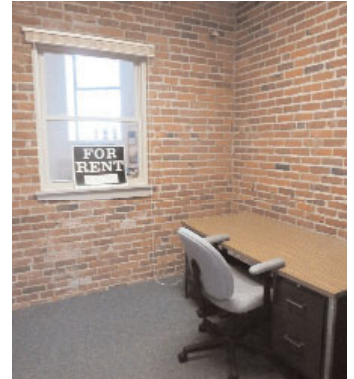
Save the Date! Friday, January 25, 2018 for Brunch edition of Good Morning Metro South. 11:45 am @ Stonehill College, located at 320 Washington Street in Easton.

## Great Location; Low Cost Office Space at Chamber

Looking for office space? The Metro South Chamber is offering an office suite for rent. The offices are located in the heart of Downtown Brockton in the historic Chamber office building at 60 School Street. The suite is a 1,000 square foot space made up of six offices, all with exposed brick walls. Occupant space includes use of:

- Conference room
- Access to training courses, seminars, consulting services, and resource library
- Hospitality area
- Photocopying/faxing facilities
- High-speed internet access
- Access to ample parking

For more information, contact Christopher Cooney, Chamber President & CEO at (508) 586-0500 x 223, [chris@metrosouthchamber.com](mailto:chris@metrosouthchamber.com)



## Shop Small Saturday, November 24

Saturday, November 24, 2018 is Small Business Saturday® – a day to celebrate and support small businesses and all they do for their communities. Join the SBA (U.S. Small Business Administration) and organizations across the country in supporting your local small business by shopping at a small business.

Visit [bit.ly/2gnqmxl](http://bit.ly/2gnqmxl) to learn more and to find participating small businesses in your area.



## Chamber Welcomes New Ambassador, D'Agostino

The Chamber is happy to welcome new Ambassador, Mark D'Agostino of D'Agostino Insurance. Mark is the President of D'Agostino Insurance and has over 20 years experience in the industry. His specialties include: Insurance for Auto, Home, and Small to Medium Business. Mark loves watching his family owned business grow, and believes investing in the education of his staff is the cornerstone of the value they are able to offer to their clients.

Mark holds a Business Associates Degrees as well as a BA in Communications. Mark is also a School Committee Member, and an instructor at the Massachusetts Association of Insurance Agents (MAIA) where he teaches an exam prep class for those preparing to take the Property & Casualty license exam.


The Chamber of Commerce Ambassador Team is made up of dedicated volunteers who assist potential, new and existing chamber members with making the most of their chamber membership while also expanding their own sphere of influence and network. To learn more about joining this extraordinary Ambassador Team, contact Chris Cooney at (508) 586-0500 x 223 or email [chris@metrosouthchamber.com](mailto:chris@metrosouthchamber.com).





Mark D'Agostino, D'Agostino Insurance.




# Brockton Information Boards (BIBs) Redesigned and Installed in Six Locations Across the City



**WELCOME to BROCKTON**





When Brockton is Home, Everything is Within Reach.




**D.W. FIELD PARK, GOLF & AUDUBON SANCTUARY**  
311 Oak Street, 02301  
(508) 588-7800 • [dwfieldpark.com](http://dwfieldpark.com)

Designed by Frederick Law Olmsted, D.W. Field Park is a 180-acre park with 17 miles of walking and jogging trails, a golf course, and a large pond. The park also contains an 18-hole golf course and a large pond.




**FULLER CRAFT MUSEUM**  
405 Oak Street, 02301  
(508) 588-7800 • [fullercraftmuseum.org](http://fullercraftmuseum.org)

"Fuller Craft Museum" is a fine arts museum for contemporary craft. The building is constructed on 12 acres of land in the heart of Brockton. The museum offers unique craft exhibits, workshops, classes, lectures and special events.




**CAMPANELLI STADIUM & SHAW'S CONFERENCE CENTER**  
1 Rensselaer Way, 02301  
(508) 588-7800 • [brockton.com](http://brockton.com)

The 1,000-seat Campanelli Stadium is home of the Brockton Rox, a professional baseball team. The stadium is located in the heart of Brockton. The stadium offers unique baseball exhibits, workshops, classes, lectures and special events.




**BROCKTON SYMPHONY ORCHESTRA**  
P.O. Box 415, 02301  
(508) 588-7800 • [brocktonorchestra.org](http://brocktonorchestra.org)

Presenting classical and family concerts throughout the year, the Symphony also organizes educational programs for children. The orchestra performs regularly at local schools and venues.




**ART GALLERIES**  
Entire Arts Gallery at Enterprise Center, 50 Centre Street • [enterprisecenter.com](http://enterprisecenter.com)  
Gallery 10 at the Adams School Building, 91 Dover Street • [10a.com](http://10a.com)

The Enterprise Center's entire Arts Gallery houses an entire gallery of art. The Adams School Building houses an entire gallery of art. The Adams School Building houses an entire gallery of art.




**WAR MEMORIAL BUILDING**  
CIVIL WAR STATUE PARK  
50 West Elm Street, 02301  
(508) 588-7800 • [brocktonhistoricalsociety.com](http://brocktonhistoricalsociety.com)

The War Memorial was built in 1935 as a tribute to Brockton's veterans for their sacrifice and service. The memorial is located in the heart of Brockton. The memorial offers unique war exhibits, workshops, classes, lectures and special events.



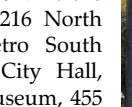
**CITY HALL PLAZA, EDISON MEMORIAL, FIRE MUSEUM**  
45 School Street, 02301  
(508) 588-7800 • [brocktonhistoricalsociety.com](http://brocktonhistoricalsociety.com)

This place contains the Thomas Edison Memorial, a statue of the inventor. The Edison Memorial is located in the heart of Brockton. The Edison Memorial offers unique Edison exhibits, workshops, classes, lectures and special events.



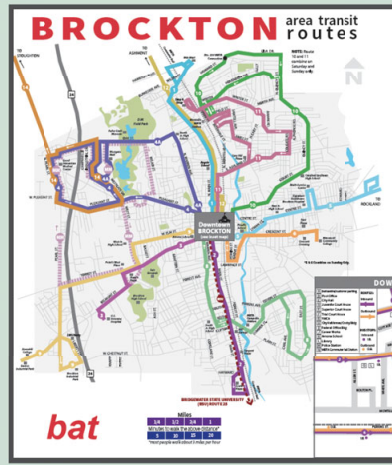
**ROCKY MARCIANO STATUE / ATHLETIC FIELD / ASAF RINK**  
238 North Pearl Street, 02301  
(508) 588-7800 • [brocktonhistoricalsociety.com](http://brocktonhistoricalsociety.com)

The 24-foot bronze statue of Rocky Marciano was donated by the Brockton Boxing Club. Rocky Marciano is a famous boxer. The statue is located in the heart of Brockton. The statue offers unique Rocky Marciano exhibits, workshops, classes, lectures and special events.



**BROCKTON HISTORICAL SOCIETY & FIRE MUSEUM**  
238 North Pearl Street, 02301  
(508) 588-7800 • [brocktonhistoricalsociety.com](http://brocktonhistoricalsociety.com)

The "original historical" was built in 1917 and contains many artifacts and exhibits. The historical society is located in the heart of Brockton. The historical society offers unique historical exhibits, workshops, classes, lectures and special events.



**BROCKTON area transit routes**

**KEY Routes and Route Numbers**

- 1. Brockton via R. Main
- 2. St. Francis Hospital via Main
- 3. V.A. Hospital via Belmont
- 4. Westgate Mall via N. Main
- 5. Brockton via Main
- 6. Brockton via Main
- 7. Brockton via Main
- 8. Brockton via Main
- 9. Brockton via Main
- 10. Brockton via Main
- 11. Brockton via Main
- 12. Brockton via Main
- 13. Brockton via Main
- 14. Brockton via Main

**DOWNTOWN BROCKTON INSET**

**bat**

**RIDE THE RAIL - BROCKTON TO BOSTON IN 35 MINUTES**

The BIBs are here! The new boards were installed late last month in six locations across Brockton. At the Brockton Historical Society, 216 North Pearl Street, Route 27; Metro South Chamber of Commerce & City Hall, School Street; Fuller Craft Museum, 455 Oak Street; Downtown Parking Garage, corner of Main & Crescent Street; BAT Intermodal Centre (2 boards), corner of Commercial & Centre Street; and Downtown Commuter Rail, Commercial Street, Police Station.

The Brockton Information Boards (BIBs) feature local attractions such as the Fuller Craft Museum, Brockton Rox, Brockton Historical Society, History Trail, Fairgrounds, City Hall Plaza, and important monuments within the city. At the center of the board is a map of Brockton containing major routes, transportation services, schools, and train stations. The BIBs were created to provide an appealing and practical way to assist people in their navigation of Brockton while showcasing local businesses, promoting tourism, and helping current residents realize the "hidden gems". The BIBs support the revitalization of the "City of Champions" by promoting area businesses and locales, thereby, retaining dollars and fostering growth in Brockton.

We want to thank Sign Design for producing and installing these Boards for the Chamber, and thank you to our sponsors for participating in the revitalization of Brockton. To learn about participating in a future BIB update, contact Emma, [estratton@metrosouthchamber.com](mailto:estratton@metrosouthchamber.com).



Brand new Brockton Information Board on School Street between the Metro South Chamber of Commerce and Brockton City Hall. Printed and installed by Sign Design.

## Ribbon Cutting @ Planet Fitness, Brockton

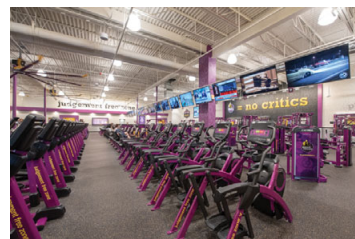


Chris Cooney, President & CEO of the Metro South Chamber of Commerce; State Representative Claire Cronin; Senator Michael Brady; Mayor Bill Carpenter, City of Brockton; David Rossborough, Co-Owner of Planet Fitness; Jonathan Epstein, Co-Owner of Planet Fitness; Richard Hooke, Crescent Credit Union; Joanne Schneider, Eastern Bank; John Nesti, MassHire.

The Chamber along with Mayor Carpenter, Senator Brady, State Rep. Cronin, and other community members joined together on October 26th to help welcome the newest Planet Fitness Club to Brockton. This is the second Planet Fitness to come to Brockton, this one occupying the former Macy's location at the Westgate Mall. Visit [planetfitness.com/gyms/brockton-westgate-dr-ma](http://planetfitness.com/gyms/brockton-westgate-dr-ma) to learn more about the gym.



Great cake created by Montilio's Bakery in Brockton



Rich Morgan Photography captured the highlights of the newest PF Club in Brockton grand opening. Yellow and purple balloons decorated the gym along with state of the art equipment, wonderful staff, and a great central location.



Mayor Bill Carpenter, City of Brockton; State Representative Claire Cronin; Senator Michael Brady; David Rossborough, Co-Owner of Planet Fitness; Jonathan Epstein, Co-Owner of Planet Fitness; Chris Cooney, Metro South Chamber.



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## Legislative Reception Draws Elected, Selected



Senator Michael Brady, Plymouth County DA Tim Cruz, Plymouth County Clerk of Courts Robert Creeden.



Greg Morgan, Curahealth Stoughton; Benjamin Davis, Signature Healthcare.



Mark Linde, Brockton Representative; State Representative Claire Cronin; Pedro De Jesus, U.S. Census Bureau.



Stanley Hurwitz, Creative Communications; Tim Holick, Wood Palace Kitchens; Keiko Orrall, Candidate for State Treasurer.

Stonehill College recently hosted the 29th Annual Metro South Chamber of Commerce Legislative Reception. Fran Dillon, Vice President of Development at Stonehill College has hosted this event for 29 years. At this year's Legislative Reception, Fran provided welcome remarks and was honored by the Chamber for his leadership. Chamber Vice Chair of Government Affairs, Ray Ledoux of BAT presented Fran with a gift. Fran will retire in January.

## Business After Hours @ Wood Palace Kitchens

The Chamber visited Middleborough last month for an After Hours @ Wood Palace Kitchens. Located at 7 Mill Street, Tim Holick has opened his beautiful kitchen showroom to us for 5 years now where we gather for great food from Italian Kitchen of Brockton, and even greater company. President and CEO Valerie Glynn and Pam Dziura of the Cranberry Country Chamber of Commerce joined us.



Pam Dziura, Admin and Marketing; and Valerie Glynn of the Cranberry Country Chamber of Commerce.



Tim Holick, Owner of Wood Palace Kitchens; Marcy Venezie, Buzz Around; Chris Cooney, Metro South Chamber.



John Turnbull; Dillon White, Program Development; and Executive Chef Charles Hermann of Teen Challenge.

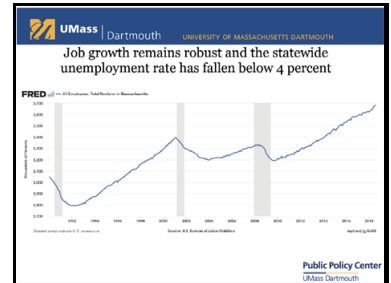


Italian Kitchen of Brockton provided some wonderful food!

## Political Scientist, Economist Address Chamber



Dr. Goodman, University of Massachusetts Dartmouth.



Dr. Kryzanek, BSU; Dr. Goodman, UMD; Terence Dalton, Concord Foods; Fran Dillon, Stonehill College; Chris Cooney, Metro South Chamber of Commerce.



Dr. Kryzanek, Professor Emeritus of Political Science and currently Special Advisor to the President of BSU presenting slides on the changing middle class.



Chris Cooney, Metro South Chamber of Commerce; Mahsa Khanbabai, Khanbabai Immigration Law; Terence Dalton, Concord Foods; Fran Dillon, Stonehill College.



Mahsa Khanbabai, Khanbabai Immigration Law and Terence Dalton, Concord Foods during an interview segment at the November Good Morning Metro South.

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**NEW LOCATION!**

Multipurpose Auditorium @ Teen Challenge  
1315 Main Street, Brockton

Media Sponsor

**The Enterprise****105th ANNUAL  
meeting**

November 14, 2018

Premier Sponsor



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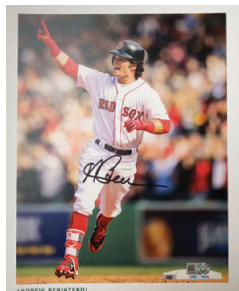
November 14, 2018 10:30 am - 12:00 pm & 1:30 pm - 3:00 pm  
Multipurpose Auditorium @ Teen Challenge, Brockton

B.C. Tent & Awning Company, Inc.	Hub Technical Services
and Boston Party Rental	Massasoit Community College
Bank of America Merrill Lynch	MassHire
Bridgewater Savings Bank	MBJ Wines
Bridgewater State University	Metro South Chamber of Commerce
Brockton Area Transit Authority	Mutual Bank
Capital Lease Group, LTD.	OCES - Old Colony Elder Services
CareerWorks	Old Colony Planning Council
Crescent Credit Union	Old Colony YMCA
Curry College	Rich Morgan Photography
Eastern Bank	Signature Healthcare
Fun Enterprises, Inc.	Sign Design, Inc.
Good Samaritan Medical Center	Source4
HarborOne Bank	and more...

**Giveaways & Entertainment**

Enjoy networking and celebrating the region together, plus...

- Music & Entertainment
  - Magicians and caricatures from FUN Enterprises, Inc.
  - Give-Away bag for all Luncheon attendees including
    - new snacks from Concord Foods
    - gift pen from J.M. Pet Resort
    - a bottle of Moscato or Rose wine, courtesy of MJB Wines in a wine bag 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 or Service at Annual Meeting**

Donate a prize for the Metro South Chamber of Commerce's 105th Annual Meeting Raffle and you will receive valuable exposure and direct promotion of your products and services. Examples of prizes to donate include: gift certificates, savings bonds, bottles of wine, passes to cultural and educational events, free ads, clothing, and more. Feel free to be traditional or creative! Proceeds go to the Metro South Chamber of Commerce Educational Foundation. Contact Amanda Alfani at (508) 586-0500 x 231 for more information.

**Economic Impact Award Recipients**

Aldi's Grocery Store <i>Brockton</i>	Russell and Pica Funeral Home <i>Bridgewater</i>
Alternative Compassion Services <i>Bridgewater</i>	Standard Modern Residences <i>Brockton</i>
Brockton Area Transit Authority <i>Brockton</i>	Stonehill College <i>North Easton</i>
Brewster Ambulance <i>Brockton</i>	Teen Challenge <i>Brockton</i>
Floor & Décor <i>Avon</i>	Theory Wellness <i>Bridgewater</i>
	Water Pointe Condominiums <i>North Easton</i>

**Sponsors & Special Thanks**

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## Mass Export Center: 9th Annual Export Expo

Massachusetts Small Business Development Center Network



The 2018 Export Expo will take place on **Friday, December 7th from 8:30 am - 4:00 pm at the State Transportation Building, 2nd Floor Conference Center located at 10 Park Plaza, Boston.**

"The Massachusetts Export Center's Export Expo provides a forum for exporters to connect with the wide range of export resources available in Massachusetts while learning about issues that impact their day-to-day export operations.

The event will include an exhibit area featuring government, non-profit and private sector service providers serving the export community. Coinciding with the exhibition, the Export Center will convene workshops and roundtable discussions throughout the day on a variety of export-related topics.

This year's Export Expo will focus on the rapidly-changing global trade environment, including recent and anticipated shifts in U.S. trade policy. Hot-button issues such as China and tariff policy, tightening foreign investment policy, NAFTA and free trade policy, export controls, sanctions, enforcement and more will be addressed, with a focus on helping companies to navigate a dynamic and increasingly complex global trade environment."

Speakers include Erin Ennis, Senior Vice President of the U.S. China Business Council; Richard Ashooh, U.S. Assistance Secretary of Commerce for Export Administration; and Clay Lowery, Managing Director - Rock Creek Global Advisors and former Assistant Secretary for International Affairs, U.S. Treasury Department and Chair, Committee on Foreign Investment in the U.S. (CFIUS). To learn more, visit [www.msdbc.org/export/expo](http://www.msdbc.org/export/expo).

## "Growth: The Silent Killer" MassMEP Workshop



**Thursday, November 8th from 8:00 am - 12:00 pm at MassMEP Office, located at 100 Grover Street, Worcester, MA.**

According to a compilation of several studies by Moya Mason, an estimated 100 Million companies are started each year worldwide (11,000 each hour). About that same amount also

fail each year. One of the major causes of failure or stagnation in business is growth. There are myriad reasons for this such as poor hiring, financial mismanagement, poor strategy, growing too fast that all can be traced back to mismanaged growth. It is easy to fall into this trap over time which is why most businesses fail in less than a decade.

There is a proven way to avoid this trap. Companies that endure, that last decades, generations and centuries typically make a handful of decisions right. For instance, when Alan Mulally helped to turn around Ford in the middle of the worst financial crisis of our lifetime, he focused on these four things:

1. Aggressively restructure to operate profitably at the current demand and changing model mix. (EXECUTION)
2. Accelerate development of new products our customers want and value. (STRATEGY)
3. Finance our plan and improve our balance sheet. (CASH)
4. Work together effectively as one team. (PEOPLE)

In this highly interactive, simple, practical and actionable session, Bill will share how any company can build a healthy and thriving culture and business by developing a systematic Leadership Operating System focusing on four key decisions (People, Strategy, Execution and Cash).

1. Over three hours, we will cover the following: How growth can become a silent killer of business

2. How to build a systematic decision framework for your business like Alan Mulally Practice, Practice, Practice

3. Bill will lead us through at least 2 simple, practical and actionable exercises.

Value to members: The audience will come away with a real sense of why and how growth if managed improperly can stealthily stall and/or kill their businesses. They will also be led through practical exercises that they can act upon as soon as they get back to the office. **To learn more and to register, visit [conta.cc/2z10BEc](http://conta.cc/2z10BEc)**



## HIRE Vets Medallion Program Info Session



MassHire Greater Brockton Career Center will host an information session on **Tuesday, November 13th from 8:30 am - 9:30 am** at the MassHire Greater Brockton Career Center, located at 34 School Street, Brockton. The purpose of the Hire Vets Medallion Award is to recognize employers who hire and retain veterans, including their efforts to establish employee development

programs and veteran specific benefits to improve retention. Award recipients will have the opportunity to utilize the medallion in the marketing of their firm as a Veteran-friendly business when hiring, and in an effort to attract additional business.

Guest speaker: Paul M. Furbush, III, Regional Veterans' Employment Coordinator (HVEC), Office of Strategic Outreach Veterans Employment and Training Service (VETS). Attend this information session to learn more about this new exciting recognition program and how your company can get involved. Register here: [conta.cc/2CXv52G](http://conta.cc/2CXv52G) or to learn more, visit [masshiregbcc.org](http://masshiregbcc.org).



## Member Profile: Creative Communications



*Creative Communications / Stanley Hurwitz*  
(508) 269-0570  
[www.linkedin.com/in/stanhurw](http://www.linkedin.com/in/stanhurw)

**Year Established:** 1991

**Products or Services:** Marketing, Public Relations, Advertising, Branding

**What is unique or special about your firm and the products and services you offer?** Affordable, personal and creative PR, Marketing services. Business owners can manage day-to-day business while I develop, implement and manage a wide range of PR/Marketing to build buzz and your bottom line.

**What is your market area?** Mainly Massachusetts/New England, but I have long-distance clients that I work with virtually - and it works very well.

**What markets do you serve?** All businesses, non-profits, schools, and more. Anyone who needs to increase customers.

**Please list awards, honors, or special recognition your firm has received:** Several years ago, a marketing idea that I created for a client was selected by the American Express Open Forum for Marketers as "As Idea Worth Stealing."

**What is your main business objective concerning your customers and the business community?** To gain publicity for my clients and help boost buzz and their bottom line.

**Anything additional we should know about your company?** I always promise and deliver a uniquely creative approach, personal service, integrity, and reliability - with a sense of humor.

## Opioid Package Signed into Law Applauded



**U.S. Chamber of Commerce**

In October, President Trump signed HR 6, "Substance Use-Disorder Prevention that Promotes Opioid Recovery and Treatment (SUPPORT)

for Patient and Communities Act," and enacted a comprehensive package of solutions to stem the opioid crisis.

The U.S. Chamber of Commerce strongly supports this new law which arrived at the President's desk after proceeding through regular order after numerous thoughtful hearings and careful input from 8 committees in the House and 5 committees in the Senate. While this is a tremendous step forward, there is still much more work that needs to be done in combating the opioid epidemic.

## Member Profile: Stadelmann Electrical Service



**Stadelmann Electrical Service**  
56 Cherry Street, P.O. Box 4470  
Brockton, MA 02303  
(508) 586-5132  
[www.stadelmannelectrical.com](http://www.stadelmannelectrical.com)

*Year Established:* 1921

*Products or Services:* Wire light, heat, power, fire alarm and data

*What is unique or special about your firm and the products and services you offer?* Excellent customer service and fast response.

*What is your market area?* New England

*What markets do you serve?* Commercial, Industrial & Residential

*What is your main business objective concerning your customers and the business community?* Provide fast, cost-effective electrical service.

*Anything additional we should know about your company?* 3rd Generation Family Business

## MainSpring Unveils New Housing in Brockton

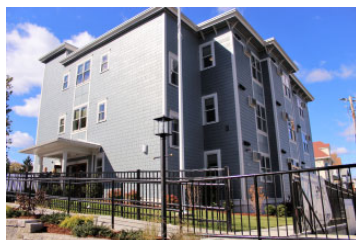
"Federal, state and local officials gathered on Thursday, October 25 to celebrate the opening of Father Bill's & MainSpring's (FBMS) brand-new apartment building for 23 formerly homeless individuals, including military veterans. The \$5 million development, named Montello Welcome Home Again, is the third new building developed by FBMS since 2016 and it adds to the non-profit agency's growing inventory of approximately 500 permanent supportive housing units for formerly homeless individuals and families.



Montello Welcome Home Again, a three-story, energy-efficient building located at 682 North Main St. in Brockton, is funded by a mixture of public and private support. Funding includes \$3.1 million from the state's Department of Housing and Community Development, awarded to FBMS last year by Gov. Charlie Baker and Lt. Gov. Karyn Polito's administration.

Other project partners and campaign supporters include: City of Brockton; HarborOne Bank & Federal Home Loan Bank; The Property and Casualty Initiative; MassHousing CCRI; The Home Depot Foundation; Amelia Peabody Charitable Fund; The John and Mary Corcoran Family Foundation; Arbella Insurance Foundation; HarborOne Bank Foundation; United Way of Greater Plymouth County; and My Brother's Keeper.

"This is a very special day for our community as we open the doors to this beautiful new building, which soon will be home to 23 of our most vulnerable neighbors, including military veterans who bravely served our country," John Yazwinski, FBMS President & CEO, said. "We are incredibly grateful to our project partners and supporters who came together, rolled up their sleeves and created this new pathway to a brighter future for men and women who are struggling with homelessness and are desperate for help. This development sends a powerful message to our neighbors in need: Your community is behind you and, even in your darkest times, there's always reason to hope."



## SCORE Small Business Success Virtual Conference



Join SCORE on November 8th from 11:00 am - 5:30 pm for the Small Business Success Virtual Conference. This exciting online event offers nine educational webinars, business mentoring sessions, virtual exhibitor booths, networking chat rooms, and a

resource center to provide you information to succeed as a small business owner.

Hear from industry experts, including Google, OnDeck, ComplyRight, Kimco, Nav, and more. Get the information you need to succeed as a small business owner – for free. Experience the best parts of an in-person conference, without the hassle of traveling. A computer or mobile device with an internet connection and speakers/headphones is all you need to participate in the event. **To register, visit [bit.ly/2OwVdYj](http://bit.ly/2OwVdYj)**

The live webinars include:

- Practical Strategies for Starting a Successful Business
- Smart Credit Strategies for Small Business Owners
- Make Your Website Work for You
- Hiring Hazards: How to Avoid the 7 Most Common Legal Landmines
- Every Contact Matters: The Value of your List
- How to Choose the Perfect Location to Attract More Customers
- Small Business Loan Applications: Why Are They Asking Me That?
- The Top HR Issues Business Owners Face - And How to Solve Them
- Monetizing and Maximizing Your Business and Your Brand

## OCES Honors Troops for National Day of Service

Old Colony Elder Services (OCES), the non-profit agency proudly serving older adults and individuals with disabilities throughout greater Plymouth County, and Brockton WAVE (Work, Achieve, Volunteer, Experience)



student volunteers continued the tradition of writing letters to the troops for National Day of Service and Remembrance.

OCES partnered with the Massachusetts Military Heroes Fund and WAVE volunteers to provide letters for care packages. The WAVE program is a summer enrichment program under the auspices of the Brockton Area Workforce Investment Board (BAWIB) that provides the opportunity for youth who are 14 and 15 years old to volunteer and gain minor work experience on which to build.

OCES hosted 24 WAVE volunteers at their headquarters in Brockton. Under the guidance of Jean-Marie Finn, OCES Volunteer Coordinator, and Nicoline Batista, YouthWorks/BAWIB Connecting Activities Coordinator, the volunteer's colored pictures and penned letters to our men and women serving in the United States Armed Forces.

Jean-Marie Finn and Brenda Carrens, OCES Volunteer Programs Manager coordinated the letters to be mailed and were among 200 volunteers at Rose Kennedy Greenway assembling hundreds of care packages for troops serving overseas and for local veterans in need.

"National Day of Service and Remembrance is an opportunity to honor and thank our troops who serve and protect us," said Nicole Long, OCES CEO. "Together, in our first letter-writing collaboration with WAVE student volunteers, we express our gratitude and ongoing support for our troops."

## MassHire YouthWorks: CNA Training Program

MassHire Greater Brockton YouthWorks will offer a CNA (Certified Nurse Assistant) Training Program from January 7th - February 14th, Monday - Thursday, 9:00 am - 3:30 pm. This training is for youth ages 18 - 24 and includes 24 clinical hours to take place between February 11th - 14th, 7:30 am - 3:00 pm. For more information, contact Marie Bernardo (508) 584-9800, [MBernardo@bawib.org](mailto:MBernardo@bawib.org)







# 105th ANNUAL meeting

November 14, 2018

**NEW LOCATION!** The Multipurpose Auditorium at Teen Challenge, 1315 Main Street, Brockton

## SPEAKER - MARIA MILAGROS VAZQUEZ

Author of *Super Sparkly Everything*, storyteller, empowerment life coach. Maria uses stories to bring encouragement, education, and love to empower others to get out of their way and break free from any hindering thoughts or beliefs.



**BUSINESS-TO-BUSINESS EXPO**  
10:30 AM - 12:00 PM

**LUNCHEON**  
12:00 PM - 1:30 PM

**BUSINESS-TO-BUSINESS EXPO**  
1:30 PM - 3:00 PM



## 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](http://metrosouthchamber.com/resources/business-assistance)

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## When Metro South is Home, Everything's Within Reach

Hundreds of Dining Options • Great Conference Space  
Over 500 Hotel Rooms • Many Parks & Lakes



The Metro South region offers the best of all worlds; cultural and corporate advantages, natural beauty, and the serenity of historic New England.

The region features **top notch education**, including three institutes of higher education, **exceptional health care** facilities, including four major hospitals. **Rich in culture**, the region is also home to symphonies, a craft museum, children's museum, and various historic museums. It also contains many **recreational activities**, including baseball outings, golfing and many parks and lakes for walking, biking, and fishing. With over 500 hotel rooms, the Metro South region is a **great place to stay** and competitive housing costs offer affordable and varied living opportunities.

Whether for Business or Pleasure, The Metro South region provides exceptional value in the heart of Eastern Massachusetts, centrally located between Boston, Providence, Plymouth and Cape Cod. *Ride the rail to Boston in only 35 minutes!* Call 508.586.0500 for your free map.

Metro South Regional Economic Development Organization  
For more info, contact the Metro South Chamber of Commerce,  
508.586.0500 • [www.metroouthchamber.com](http://www.metroouthchamber.com)



## BUSINESS EVENTS Planner

### November 7

#### SEED Business Workshops (2 Session)

8:30 am - 12:00 pm & 1:00 pm - 4:00 pm

**Metro South Chamber of Commerce**

60 School Street, Brockton

This is a free, two session small business workshop. Complimentary breakfast and lunch will be provided.

Cost: Free

Register: [email@seedcorp.com](mailto:email@seedcorp.com)

### November 14

#### 105th Annual Meeting Expo

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

**The Multipurpose Auditorium at Teen Challenge**

1315 Main Street, Brockton

Join the Chamber for this expo of local businesses!

Cost: Free to walk the floor, expo tables \$499 for members and \$599 for future-members.

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

### November 16

#### Cyber Security Lunch & Learn

11:30 am - 1:00 pm

**Metro South Chamber of Commerce**

60 School Street, Brockton

Join ADT Protection 1 for a lunch & learn focusing on the vulnerability of network security. Lunch provided!

Cost: Free

Register online: [bit.ly/2F3Ndu5](http://bit.ly/2F3Ndu5)

## IT'S EASY TO REGISTER!

(508) 586-0500

(508) 587-1340

E-mail: [info@metrosouthchamber.com](mailto:info@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



### December 6

#### Good Morning Metro South

7:30 am - 9:00 am

**Good Samaritan Medical Center**

235 North Pearl Street, Brockton

Join the Chamber for a business breakfast w guest speaker Caitlin McGillicuddy of the Children's Museum in Easton.

Cost: \$25 for members, \$35 for future-members.

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

### December 10

#### SDO Pre-Certification Workshop

10:00 am - 12:00 pm

**Crescent Credit Union**

115 Commercial Street, Brockton

Join OSD at Crescent Credit Union to learn about SDO Cert.

Cost: Free!

Register online: [bit.ly/2CxSqaP](http://bit.ly/2CxSqaP)

### December 17

#### Connecting Your Business to the Commonwealth

10:00 am - 12:00 pm

**Crescent Credit Union**

115 Commercial Street, Brockton

Join OSD at Crescent Credit Union to learn about COMMBUYS.

Cost: Free!

Register online: [bit.ly/2S2xXAI](http://bit.ly/2S2xXAI)

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