



December
2018

www.metrosouthchamber.com

Action report

**Leading Businesses
Leading Communities**

UNITED STATES CHAMBER OF COMMERCE
ACCREDITED

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.



Maria Milagros
Page 6 & 7



Donna O'Connor
Page 6



Nicole Perkins
Page 9

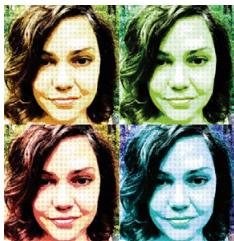
CONTENTS

Calendar of Events	3
Good News	4
Member Profiles	10
New Members	11
Renewing Members	11

Holiday Themed Breakfast Features Business Networking, FUN!

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

good morning
Metro South



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

regulatory, performance improvement, and patient advocacy activities. In addition, Matt added the responsibilities of Manager for EMS Operations in October of 2015. He focused on the day-to-day relationships with multiple EMS partners to strengthen education, efficiency, and the customer and patient experience.

Anyone wearing a holiday themed accessory will receive a prize! Door prizes include tickets to the Children's Museum in Easton, passes to The Trustees of the Reservation, 2 tickets to any performance at Merrimack Repertory Theatre, and more! — *Continued on page 2.*

The December edition of Good Morning Metro South will take place at the Moakley Center at Good Samaritan Medical Center. Get ready for holiday themed networking with Rob Peters Entertainment! Featured speakers will include Caitlin McGillicuddy and Matthew Hesketh.

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.

Matthew Hesketh, VP of Operations at Good Samaritan Medical Center has been with the hospital since 2014 when he assumed the role of Director of Quality and Patient Safety. In this capacity, he led a team responsible for all quality, patient safety, risk management, infection control,

Sponsor:
csb Cambridge SAVINGS BANK

THE Children's MUSEUM IN EASTON

ROB PETERS ENTERTAINMENT
Good Samaritan Medical Center
A STEWARD FAMILY HOSPITAL



Matthew Hesketh, VP of Operations at
Good Samaritan Medical Center.

"When writing the story of your life, don't let anyone else hold the pen."



A sold-out crowd of over 400 business people and community leaders attended the Metro South Chamber of Commerce's 105th Annual Meeting & Business-2-Business Expo on November 14th at the Multipurpose Auditorium at Teen Challenge, Brockton. Sponsored by Crescent Credit Union and the UMass Donahue Institute. The event celebrated the Chamber's 105th year of serving businesses



Author of Super Sparkly Everything, Maria Milagros

— *Continued on page 6 - 8.*

"Coming together is a beginning; keeping together is progress; working together is success."

- Henry Ford

**Own A Small Business?
Thinking About Starting One?
Call SCORE!**

SCORE

FOR THE LIFE OF YOUR BUSINESS

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 to help you! 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.

Sponsorship Opportunities at the Chamber for 2019

Sponsorship opportunities are available! Are you interested in hosting or sponsoring a Good Morning Metro South breakfast, Business After Hours, the Taste of Metro South, Legislative Reception, Small Business Awards, Multi-Cultural Business Forum, ATHENA Awards, Government Affairs, Annual Meeting, or Legislative Luncheon? Advertising in the Book for Business?, E-Update, or Action Report Newsletter? Join us in support of the Metro South region. Contact Emma for sponsor details. Call (508) 586-0500 x222 or email EStratton@metrosouthchamber.com.

Wear Your Holiday Gear - Get an Enlightening Gift

Thursday, December 6 | Good Samaritan Medical Center | 7:30 am - 9:00 am

Anyone wearing a holiday accessory (tie, brooch, scarf, etc.) will receive a special gift that will light up your life! Bring a friend for free when you pre-register! This breakfast is \$25 for members and free to prospective members with pre-registration. Contact Kayla for more information, KMay@metrosouthchamber.com, or call (508) 586-0500 x 221. We will begin with a holiday facilitated networking with Rob Peters Entertainment!



Rob Peters, Rob Peters Entertainment

DJ Rob Peters is one of the most popular and requested disc jockey entertainers in Southern New England. With over 20 years of experience, Rob also has worked as an on-air personality at several radio stations throughout New England. His on-air talents and professionalism make any event with Rob a success! With a creative edge to make your event unique, Rob performs for approximately 200 events annually throughout Boston, Providence, Hartford and any place in between. From Weddings to Corporate Events, Bubble Parties and Game Show Trivia, Rob brings a personal, customized approach to each event!

Prior to coming to Easton, McGillicuddy worked for nine years for Crossroads for Kids, a nonprofit for underprivileged young people in Boston and Brockton where she took strides in communications, fundraising, and development. She saw Crossroads grow from a small agency raising \$700,000 a year to one that brought in \$2.3 million in donations. She comes to Easton bringing leadership for an organization that she really believes in.

Matt Hesketh was promoted to Vice President of Operations in July, 2016 and since that time has led the medical center as a member of the Senior Leadership Team. He

oversees multiple hospital departments including Perioperative Services, Cardiovascular Services, Facilities, Telecommunications, Laboratory Services, Clinical Engineering and Food Services. In addition to department leadership, Matt has also overseen the development and growth of several accredited centers of excellence including a Joint Commission Accredited Orthopedic Center of Excellence and an American College of Surgeons designated Level III Trauma Center, the first and only in MA EMS Region V.

Matt has been an active participant with the Metro South Chamber of Commerce over the past several years. He recently participated in the Chamber's Finance Advisory Group Initiative to review and provide feedback to the City of Brockton on their plan to potentially acquire the Aquaria Desalination Plant.

Matt attended Boston College where he received a B.A. in History with a focus on Business Law and Economics. He also holds a Master's Degree in Business Administration with a focus on Healthcare Leadership from Southern New Hampshire University.

Good Morning Metro South Brunch @ Stonehill

Friday, January 25 | Martin Institute @ Stonehill College | 11:45 am - 1:15 pm



good morning
Metro South

Join us Friday, January 25th for a Brunch edition of Good Morning Metro South. 11:45 am @ Stonehill College located at 320 Washington Street in North Easton.

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.

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. For additional information, contact the Operational Services Division located at One Ashburton Place, Suite 1017, Boston, MA. Call (617) 720-3300, or email osdtraining@mss.gov.



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

Coming Up: Save the Dates! February 20 & 28

good morning
Metro South

Good Morning Metro South!
Wednesday, February 20, 2019
Southeastern Regional Vocational Technical High School, 250 Foundry Street, Easton

4th Annual Multi-Cultural BAH
Thursday, February 28, 2019

multi-cultural
BUSINESS FORUM

BOARD OF DIRECTORS**OFFICERS**

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Bridgewater State University

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Metro South Chamber of Commerce

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CHAMBER STAFF**DIRECTORS**

Paul Anghinetti - Bank of America

Harry Bane - Good Samaritan Medical Center

Jason Barbosa - Vicente's Tropical Grocery

Joe Cardinal - National Grid

Michele Cinquegrano - Verizon

Todd Copeland - Copeland Auto Group

Dan Evans - Evan's Machine Co., Inc.

Nelson Fernandes - JJ's Caffe

Rick Fisher - Bridgewater Savings Bank

Gena Glickman - Massasoit Community College

Kim Hollon - Signature Healthcare

Richard Hynes - Barbour Corporation

Chuck Jones - Harbor Health

Jeni Mather - J.M. Pet Resort

Matthew Osborne - Eastern Bank

Jonathan "Jay" Pike - Citrin Cooperman

Andrew Razcka - Abington Bank

Albert Senesie - Victory Human Services

Kathleen Smith - Brockton Public Schools

George Spiliros - Crown Linen

Lisa Stratton - The Enterprise

Peter Vlaco - Brophy & Phillips Company, Inc.

(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 225Newsletter Written & Designed by Emma Stratton
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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**

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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!

December

5	Ambassador Meeting	8:00 am
6	Good Morning Metro South	7:30 am
	<i>Moakley Center, Good Samaritan Medical Center, 235 N Pearl Street, Brockton</i>	
10	SDO Pre-Certification Workshop	10:00 am
	<i>Crescent Credit Union, 115 Commercial Street</i>	
11	Executive Board Meeting	3:00 pm
17	Connecting Your Business to the Commonwealth	10:00 am
	<i>Crescent Credit Union, 115 Commercial Street</i>	
19	Board Meeting	12:00 pm
25	Christmas Day - Chamber Closed	

January

1	New Year's Day - Chamber Closed	
9	Ambassador Meeting	8:00 am
15	Executive Board Meeting	3:00 pm
21	Martin Luther King Day - Chamber Closed	
25	Good Morning Metro South *Brunch Edition*	11:45 am
	<i>Stonehill College, 320 Washington Street, North Easton</i>	
30	Board Meeting	12:00 pm

February

6	Ambassador Meeting	8:00 am
20	Good Morning Metro South	TBA
	<i>Southeastern Regional Vocational Technical High School, 250 Foundry St. Easton</i>	
28	4th Annual Multi-Cultural Business Forum & BAH	TBA
	<i>Location To Be Announced</i>	

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, call 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.

To join the chamber call 508.586.0500 or visit www.metrosouthchamber.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 to learn more.

Easton Festival of Trees

A popular annual fundraiser featuring magnificent displays of over 50 beautifully decorated holiday trees. There will be special events including caroling, a gingerbread house workshop, and kids day. Through December 9th at the Easton Country Club (265 Purchase Street). Thursdays & Fridays, 4-8PM; Saturdays, noon - 8PM; Sundays, noon - 8PM (except Sunday, 12/9; Noon - 5PM.) Visit eastonfestivaloftrees.com for more info.

Free Santa Photo @ Westgate Mall

Santa has a very special gift for all the good girls and boys. Westgate Mall will be offering FREE photos with Santa through December 24. Every family that visits with Santa will receive two FREE 4" x 6" Santa photo prints and a digital download single image. Additional photos and merchandise will be available for purchase.

Stoughton Holiday Parade of Lights

Join Stoughton Recreation and the Town of Stoughton in ringing in the Holidays with the annual "Holiday Parade of Lights". Join local businesses, dance

Members - send Good News to estrati@metrosouthchamber.com
Sponsored by: Good Samaritan Medical Center

studios, marching bands, and of course - the big man in red himself, to celebrate the winter season. The parade will run through the center of town so grab your spot and cheer your friends and family as they pass. A "Winter Warm-Up" festival will follow. Visit bit.ly/2zqX0p8 to learn more.

Simpson Spring's Holiday Marketplace

Saturday, December 8th @ Simpson Spring's located at 719 Washington Street in South Easton. This year's Saturday Holiday Market includes a petting zoo, Mr. & Mrs. Claus, live music, craft beer, free spring tours, soda samples, and more. Visit www.simpsonspring.com to learn more.

A Christmas Story

Massasoit Community College Theatre Company presents "A Christmas Story". Based on the humorous writings of author Jean Shepherd, this beloved holiday play follows the wintry exploits of youngster Ralphie Parker, who spends most of his time dodging a bully and dreaming of his ideal Christmas gift, a "Red Ryder air rifle." Frequently at odds with his cranky dad but comforted by his doting mother, Ralphie struggles to make it to Christmas Day with his glasses and his hopes intact. In The Buckley Performing Arts Center at Massasoit Community College Brockton Campus, located at 1 Massasoit Boulevard. Shows will be on December 1 & 8 at 8pm, December 2 & 9 at 3pm. Visit massasoit.edu/boxoffice to purchase tickets.

Mutual Bank Awards \$5K Grant to Middleboro's Sacred Heart Food Pantry

"When the folks at the Society told us about their need for a new protection system, we didn't have to think twice," said Mutual Bank CEO Richard Spencer. "The volunteers do a heroic job providing resources and hope to children, families,

and seniors in the Middleboro area. We are pleased to help, and thank all our customers, and friends who stop by the bank's Middleboro branch drop-off station and donate items throughout the year." This donation will fully fund a new security system for the pantry, and the Bank is delighted to have been able to help. The Mutual team encourages its friends and customers in the Middleboro area to continue in the effort by donating items through their local branch.

Simpson Spring ft. in Netflix Series "ROTTEN"

ROTTEN will be filming a new episode at Simpson Spring on the impact of the corporate water industry and the importance of knowing the source of your food and beverages. Local farming is fading as profit margins decide what food makes it to our plates. The new Netflix documentary series *Rotten* exposes the fraud, corruption, and the consequences on our health of today's global food industry. Nobody's hands are clean. Now Streaming on Netflix.

The Growing Challenge of Protecting your Business - Rockland Trust Webinar Dec. 13

Thursday, December 13, 2018 | 10:30 AM Fraud Fundamentals: The Growing Challenge of Protecting your Business. Tune in to Jacqueline Nolan and Stacey Coyne as they discuss the top offenders of fraudulent activity, lessons learned from recent attacks and how to protect yourself and your team. Register online at bit.ly/2AxXWrc.

OCES Announces Special Holiday Meals at Several Community Dining Sites in December

Old Colony Elder Services will offer special holiday meals at several community dining sites in December. The special meals will be offered at dining sites in Brockton, East Bridgewater, Easton, Halifax, Kingston, Stoughton and Wareham. OCES has planned a delicious "Holiday Special" featuring roast pork with apple glaze, whipped sweet potato, green bean almandine, dinner

roll and butter, along with pumpkin pie for dessert. On December 6, 2018 at two locations - the Halifax Council on Aging (COA) dining site at 506 Plymouth Street, Halifax, as well as at East Bridgewater COA dining site, 355 Plymouth Street, East Bridgewater. On December 20, 2018 at Brockton COA dining site in the Mary Cruise Kennedy Senior Center, 10 Father Kenney Way, Brockton. On December 27, 2018 at Stoughton COA dining site at 110 Rockland Street, Stoughton. Visit www.ocesma.org for more info.

A Taste of Culture: Brockton's Community Cookbook - Available mid-December

Brockton Area Branch NAACP are publishing a community cookbook later this year that will celebrate cultural diversity in Brockton. Partially funded by the Brockton Cultural Council and the educational food-growing garden at Champion High. Contact the Brockton Area NAACP for more info; online at naacp-brocktonbrand.org or call (508) 587-0502.

Community Holiday Hope Event Toy Drive

Help a child in need go home with a toy, hats, gloves, and scarves. Drop off locations at the Main, West, and East Branches of the Brockton Public Library, Firewinds of Hope on Ellis Street, and Vicente's Supermarket. Email holidaykids@caspana@gmail.com for details or to volunteer. Deadline to donate is December 8th.

Curry College 2019 Career & Internship Fair

Held on Wednesday, April 3rd, 2019 @ the Student Center Katz Gymnasium, located at Curry College, 1071 Blue Hill Avenue, Milton, MA 02186, from 4:00 pm - 6:00 pm. Sign up early to ensure your organization receives the most marketing possible, guaranteed entry in our directories, and of course the Early Bird Sale of \$50 off Business Tickets! Early Bird Deadline is January 1, 2019. Contact careerdevelopment@curry.edu or call (617) 333-2195 for details.

Health Care Matters

Brockton Hospitals Receive A's in Safety

Both Good Samaritan Medical Center (235 North Pearl Street) and Signature Healthcare (680 Centre Street) were awarded an 'A' for patient safety in the Leapfrog Group's Fall '18 Hospital Safety Grade. The designation recognizes both hospitals' efforts in protecting patients from harm and meeting the highest safety standards in the United States. "At Good Samaritan Medical Center and across all Steward hospitals, patient safety is our top priority and we pride ourselves on keeping our community healthy,

year after year," said Harrison Bane, President of Good Samaritan Medical Center. "Our score reflects our focus on culture, quality and an investment in our people and clinical programs, including trauma. We are honored to be recognized today by Leapfrog for delivering on this mission." The Leapfrog Group is a national organization committed to improving health care quality and safety for consumers and purchasers. The Safety Grade assigns an A, B, C, D or F grade to hospitals across the country based on their performance in

preventing medical errors, infections and other harms among patients in their care. "We are honored to continue to receive a straight A rating from The Leapfrog Group. Our 13th consecutive A grade truly reflects Signature Healthcare's priority and commitment to the safety of our patients and employees. I am proud this recognition highlights the exceptional work our nurses, physicians, hospital staff, and volunteers do every day to ensure great patient outcomes in a safe environment," said Kim Hollon, President & CEO of Signature Healthcare.

Developed under the guidance of a National Expert Panel, the Leapfrog Hospital Safety Grade uses 28 measures of publicly available hospital safety data to assign the grades to more than 2,600 U.S. hospitals twice per year. The Hospital Safety Grade's methodology is peer-reviewed and fully transparent, and the results are free to the public. To learn more, visit www.hospitalsafetygrade.org, www.goodsamaritanmedical.org, and www.signature-healthcare.org. Congratulations Brockton for leading in healthcare!

Sponsored by:



Brockton: Top Choice in Regional Home-Buying Program

Two hundred-and-fifty low- and middle-income homebuyers were offered a choice this summer: Given \$20,000 toward a down payment on a mortgage, where in eastern Massachusetts would they move?

Forty-seven purchased homes in Brockton, the most popular destination among the nearly 150 eligible municipalities stretching from Lowell to Boston to Plymouth. Close to two-thirds of those buyers came from outside Brockton.

"The perception is changing here in the city of Brockton," Mayor Bill Carpenter told The Enterprise. "They could've gone anywhere and they came here."

To qualify for assistance through the regional "NeighborhoodLIFT" program, buyers had to purchase homes in Essex, Middlesex, Norfolk, Plymouth, or Suffolk County while earning less than 110% of their area's medium income. For an average-sized Brockton family, that meant earning a maximum of \$100,000.

Veterans, teachers, and first responders were offered an additional \$2,500 with their \$20,000 of down payment assistance, which comes in the form of a loan that homebuyers don't need to pay back if they stay in their home for five years.

Administered by the nonprofit NeighborWorks and bankrolled by Wells Fargo, NeighborhoodLIFT doled out \$6 million in down payment assistance during the program's five-month duration.

At an event celebrating the program's completion on, Carpenter said close to \$1 million of that money was invested in Brockton, generating \$14 million in property sales.

"We didn't know where anyone would buy," said Robert Corley, who directs NeighborWorks's offices in Quincy, Brockton and New Bedford.

He said Brockton emerged as a popular choice because of its proximity to Boston and its access to public transit - two qualities that have made housing unaffordable in other parts of eastern Massachusetts.

Robert Jenkins, executive director of the Brockton Redevelopment Authority, said the program's popularity in Brockton gave a snapshot of a broader demographic trend, where longtime residents of Boston and its surrounding communities are leaving in search of cheaper housing.

"It seems like the line gets further and further from them," said Jenkins, speaking of the gap between stagnating wages and soaring housing prices for low-income families. NeighborhoodLIFT, he said, "allows them to get to the finish line."

For families with or without subsidies, that finish line is often located in Brockton, according to Jenkins.

Steve Borgerson, vice president of Mechanics Cooperative Bank in Taunton, said most NeighborhoodLIFT participants purchased homes worth about \$350,000.

Twenty-thousand dollars in down-payment assistance, he said, translated to nearly \$80,000 in actual purchasing power for buyers that could secure a mortgage.

Down-payment assistance was distributed to qualified home buyers on a first-come, first-served basis.

"Forty-seven new homeowners," said Jenkins. "That's a lot in five months." To learn more, go to brocktonredevelopmentauthority.com or buybrockton.org

Berke, Ben. "Brockton Is Top Choice in Regional Home-Buying Program." The Enterprise, 15 Nov. 2018.

Chamber CEO Meets w/Angelo Barbosa of Cape Verde



Angelo Barbosa, Consultant and Chris Cooney, MSCC CEO

Metro South Chamber of Commerce CEO, Chris Cooney recently met with Angelo Barbosa of Cape Verde to discuss education and economics. The two had previously met when Angelo was teaching at the University of Cape Verde. Several recent graduates of the University interned at the Metro South Chamber of Commerce returning to Cape Verde working in education and economic development.

Boston Millennials Consider Relocating to Gateway Cities

THE GATEWAY CITIES JOURNAL



In November, 30 young millennials living in and around Boston attended a forum to talk Gateway City TOD (Transportation Oriented Development). The forum was the Boston Chamber of Commerce's CityAwake Summit, a convening that engages young professionals in dialogue about the most pressing issues facing the region. The group was diverse, both demographically and geographically. Bostonians did make up a large share, but about one-quarter of these young professionals lived beyond 128.

For these younger residents, the order of concern is housing crisis first/congestion second. They simply cannot afford to live in Boston. One young man was paying \$1,700 a month for a studio apartment in Weymouth. A young woman said she worked out a side deal to sleep in a space above her office in Plymouth. With many of these millennials living far removed from transit, an unusually high percentage were forced to drive to work. Nobody in the room viewed this mode of travel as the preferred option.

When asked about choosing Gateway Cities as a place to live, it got interesting. They were all 100 percent open to the idea. It sounded like these millennials want apartments with higher-end finishes. (They've had enough of living with multiple roommates in run-down apartments. At this stage, they feel like they should be in a position to do better). This certainly comports with efforts to use tools like the oversubscribed Housing Development Incentive Program (HDIP) to create an attractive housing product that doesn't currently exist in many Gateway City neighborhoods near transit.

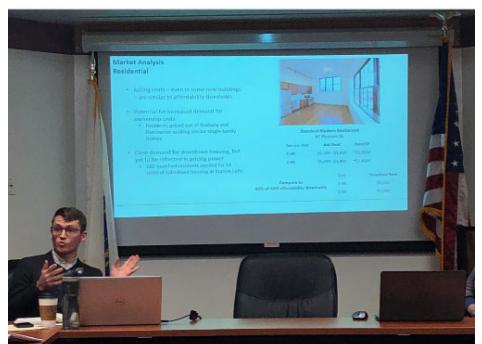
At the same time, it was clear that this generation is sensitive to the issues of gentrification and displacement. Some are understandably skeptical of the notion that Gateway City TOD will be different and produce benefits that are more widely shared. Above all, they don't want others to be victimized by their arrival. Somewhat relatedly, they also voiced concerns about feeling welcome and a part of the community.

Forman, Ben. "At CityAwake, Boston's Millennials Offer Food for Thought." The Gateway Cities Journal, 15 Nov. 2018.

31 Downtown Acres owned by CSX Topic of Discussion

The Metro South Chamber of Commerce commissioned a study of the CSX property in 2012. Since that time several meetings have been held regarding the parcel. The most recent initiative headed up by Rob May of the Brockton Planning Department included a meeting hosted by the Chamber. Chamber CEO, Chris Cooney is participating in the meetings designed to explore possible future uses of the site.

Business, recreation and housing options are all being considered for various portions of the site. Ryan Kiracofe, Urban Planner with RKG Associates presented an overview of the site and demographics to help shape thinking around the future use of the site. Ryan can be reached at www.rkgassociates.com.



Ryan Kiracofe, Urban Planner with RKG Associates

Chamber celebrates 105 years of economic growth, recognizes 10 local businesses for investing in the region



Fred Clark, President of Bridgewater State University accepts nomination as new Chair of Chamber Board.



Donna O'Connor, SCORE (center) receives Charles A. Fuller Award in recognition of volunteer service to the Chamber.



Jim Murphy, TRACEY Environmental (right) recognized for his service on the Chamber Board of Directors.



Peter Dello Russo, Bridgewater Savings Bank (right) recognized for his service on the Chamber Board of Directors.



Robert Gustafson, President & CEO of Crescent Credit Union accepts ceremonial key to the City of Brockton from Mayor Carpenter, as they celebrate 100 years in business.



Mayor Carpenter, City of Brockton, addresses opioid crisis in the U.S. at Teen Challenge, Brockton, during the Metro South Chamber of Commerce's 105th Annual Meeting.

(Not pictured.) Also recognized for her service on the Board of Directors, Sue Joss of Brockton Neighborhood Health Center.

Contributing Sponsors: American Express, Brewster Ambulance, Brockton Area Transit Authority, Brockton Community Access, Concord Foods, Crown Uniform & Linen Services, The Enterprise, FUN Enterprises, Holmes-McDuffy Florists, Inc., J.M. Pet Resort, MBJ Wine Group, Old Colony Elder Services, Rich Morgan Photography, Sign Design, Inc., Source4, and Teen Challenge, Brockton.

Corporate Sponsors: Abington Bank, Bank of America, BlumShapiro & Company, PC., Bridgewater Savings Bank, Bridgewater State University, Brockton 21st Century Corporation, Brockton Housing Authority, Copeland Auto Group, Douglas A. King Builders, Eastern Bank, Family & Community Resources, Inc., Good Samaritan Medical Center, HarborOne Bank, Hub Technical Services, MassHire Greater Brockton Workforce Board, Mutual Bank, National Grid, North Easton Savings Bank, Old Colony Planning Council, Old Colony YMCA, Rockland Trust, Signature Healthcare, and Victory Human Services.



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- Daily Prompt Deliveries to Brockton and 13 Surrounding Towns or Anywhere in the world



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NWCH137892

The Metro South Chamber of Commerce is thrilled to honor ten local businesses whose economic contributions have significantly benefited the area. These ten businesses have impacted the region by creating jobs and adding to the rich business culture by providing valuable products, resources, and services to help our region thrive. Whether small entrepreneurs or franchisees of international corporations, the following businesses are recognized for their impressive accomplishments. Congratulations to Alternative Compassion Services (ACS) of Bridgewater, Brewster Ambulance of Brockton, Brockton Area Transit Authority (BAT), Floor & Decor of Avon, Russell & Pica Funeral Home in West Bridgewater, Standard Modern Residences in Brockton, Stonehill Welcome Center @ Stonehill College in Easton, Teen Challenge in Brockton, Theory Wellness of Bridgewater, and Water Pointe Condominiums in Easton. We hope they continue to support and expand their influence throughout the Metro South region. See page 8 for business profiles.

Chamber Elects New Board Members



Todd Copeland, owner of Copeland Toyota & Chevrolet



Dan Evans, President of Evans Machine Company, Inc.



Rick Fisher, EVP & COO, Bridgewater Savings Bank



Dr. Gena Glickman, President of Massasoit Community College



Chuck Jones, President & CEO, of Harbor Health

The Metro South Chamber of Commerce welcomes five new members to its Board of Directors: Todd Copeland of Copeland Auto Group, Dan Evans of Evans Machine Co., Inc., Rich Fisher of Bridgewater Savings Bank, Gena Glickman of Massasoit Community College, and Chuck Jones of Harbor Health. Outgoing Board Members were recognized for their years of service at the 105th Annual Meeting: Peter Dello Russo, Bridgewater Savings Bank; Sue Joss, Brockton Neighborhood Health Center; and Jim Murphy, TRACEY Environmental.

The Metro South Chamber Board of Directors is responsible for helping the Chamber carry out its mission: to best serve the unique interests and needs of member businesses and to champion the broader economic vitality of the Metro South region.

The Board of Directors meets regularly to address policy and issues of economic and community concern. The next Board of Directors meeting will be held on Wednesday, December 19 at 12:00 pm at the Metro South Chamber. We are pleased to add these business leaders to our lineup and welcome their input in future meetings.



Providing services to the community since 1974



Over 30 Companies Exhibit and Make Connections at the 105th Annual Meeting & Business Expo



UMass Donahue Institute & MassHire



Crescent Credit Union



Old Colony Elder Services



J.M. Pet Resort



The Enterprise / Wicked Local



Good Samaritan Medical Center



FUN Enterprises



Old Colony YMCA



Mutual Bank



Burgess Pest Management



Brewster Ambulance



Crescent Credit Union



Signature Healthcare & Brockton Community Schools



Old Colony Planning Council



Curry College



Independent Power Systems



Father Bill's & Mainspring



Costco Wholesale



Murphy, Hesse, Toomey & Lehane, LLP



Rob Peters Entertainment

Not pictured: Bank of America, Bridgewater Savings Bank, Brockton Area Transit Authority, Capital Lease Group, Eastern Bank, HarborOne Bank, Hub Technical Services, Massasoit Community College, SCORE, Sign Design Inc., and Source4. Also participating: MSCC REDO.



Cardinal Spellman High School A Capella Choir.



400+ in attendance of the Annual Meeting, held at Teen Challenge.



Speaker Maria Milagros during the 105th Annual Meeting.



Milagros commands audience, giving an interactive, empowering talk.

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10 Businesses Receive Economic Impact Awards honoring their investments throughout the Metro South Region



Alexandra Parham, Brewster Ambulance; Colby Ormond and Mike Bois, Floor & Decor; Gerry Nadeau, Immediate Past Chamber Chair; Ray Ledoux, Brockton Area Transit Authority (BAT); Stephen Werther, Alternative Compassion Services (ACS); Pat Ciaramella, accepting on behalf of Russel & Pica Funeral Home, Inc.; and Chris Cooney, Metro South Chamber.



Gerry Nadeau, Immediate Past Chamber Chair; Marie Kelly, Stonehill College; Doug King, Douglas A. King Builders, Water Pointe Condominiums; Nick Friedman, Theory Wellness; Geoffrey Anatole, South Shore Property Management, Standard Modern Residences; Oscar Cruz, Teen Challenge; and Chris Cooney, Metro South Chamber of Commerce.

Alternative Compassion Services, (ACS) - Located at 693 Elm Street in Bridgewater, opened in August and is New England's newest destination for medicinal Cannabis in Eastern Massachusetts. Founded on the principles of product quality and outstanding customer service, ACS makes cannabis as accessible as possible to patients throughout Massachusetts. The facility features extensive cultivation, office, meeting and dispensary areas. The state-of-the-art facility represents an investment of more than four million dollars. For more information, visit www.acscompassion.com.

Brewster Ambulance, Brockton - Founded in 1906, Brewster Ambulance Service has 15 locations in the state and a combined workforce of 900, it is also the largest, privately owned company of its kind in Massachusetts. The new Main Street location (former DeSantis Chevrolet and Capeway Manor) is a regional headquarters for Brewster Ambulance Service. The new facility provides ample space for fleet mechanics, the business development team, billing personnel, human resources, and field crews. There are more than ten staff in the dispatch center servicing calls from throughout the region. For more information, visit www.brewsterambulance.com.

Brockton Area Transit Authority, (BAT) - Established in 1974. BAT's Intermodal Transportation Centre (BAT Centre), adjacent to MBTA Old Colony Rail Station, serves as the transit hub for the Metro South region. Service is offered seven days a week. BAT's DIAL-A-BAT service provides transportation to disabled and elderly persons. Over the past two years, BAT has been actively modernizing its' fleet, procuring and receiving a total of 20 new efficient Gillig low-floor heavy duty transit coaches, with some being hybrid. MassDOT generously funded 80% of the \$10,058,400 with the remaining 20% funded by the Federal Transit Authority. For more information, visit www.ridebat.com.

Floor and Decor - Opened their most recent store in Avon, MA this past August. The company was founded in 2000 by George West in the Atlanta area. Offering tile, wood, laminate, and natural stone flooring products, as well as decorative and installation accessories, the company serves professional installers, commercial businesses, and do it yourself customers. Floor & Decor company operates 93 warehouse-format stores in 21 states. It is expected to begin a \$160 million expansion of the company that will include 17 new store locations, a new headquarters in Atlanta, and nearly \$30M in improving its e-commerce and technology infrastructure. For more information, visit www.flooranddecor.com.

Russell & Pica Funeral Home, West Bridgewater - After serving Brockton residents for more than 100 years, Russell & Pica Funeral Home of Brockton recently expanded to West Bridgewater opening its second site to better serve the Bridgewater and Raynham area. The building is a "state-of-the-art" funeral home that is handicap accessible with 8,000 square feet on two floors, a large parking lot, and a large chapel. This new facility represents an investment of more than 2 million dollars. For more information, visit www.russellpicafuneralhome.com.

Standard Modern Residences - New luxury apartments in downtown Brockton, directly across from the central Brockton Fire Station Number 1. 24 new one-and two-bedroom units have been created, with over-sized windows, skylights, 11-foot high ceilings, and the newest technology installed throughout each apartment. In addition to the aesthetic improvement resulting from renovating a historic building in the heart of the city, more than 3.5 million dollars was invested into the local economy through this renovation. For more information, visit www.sspm-llc.com.

Stonehill Welcome Center, Easton - In May 2018, Stonehill College unveiled its new Academic and Welcome Center. The Center, which is built on the site of the Old Student Union, provides students with a new location to gather with friends, grab a bite to eat, and most importantly provides a new place for students to focus on academics. The new 35,000 square-foot center represents an investment of more than four million dollars and features an admissions room, administrative and faculty offices, meeting spaces, classrooms, a bookstore, and a 350-seat auditorium. For more information, visit www.stonehill.edu.

Teen Challenge, Brockton - A faith based, long-term residential substance abuse treatment program for men. There are hundreds of locations worldwide. Some facilities serve women as well. Located at 1315 Main Street in Brockton for over fifty years, Teen Challenge recently invested more than two and a half million dollars in their Brockton Campus. Improvements include a new office building, multi-use conference center, mechanics garage, workforce training facility and dorms. Brockton is only the second Teen Challenge location opened since the organization's inception in the late 1950s. They have run a number of businesses within the city and have been a member of the chamber for decades. For more information, visit www.tcbrockton.org.

Theory Wellness - A Medical Marijuana Dispensary located at 1050 Elm Street in Bridgewater, which supports a dispensary that is already operated in Great Barrington, Massachusetts. The new property is a 12,000 sq. ft. facility that represents an investment of four million dollars. Inside the dispensary there is a modern room with wood floors, couches, music and vine covered walls. This newest location has created 60 new jobs, and has been open to medical marijuana patients within the past year. For more information, visit www.theorywellness.org.

Water Pointe Condominiums, Easton - A 60-unit condominium development of upscale homes and the third stage of Queset Commons, a 42-acre mixed-use community in South Easton. Water Pointe is set on 13 secluded acres on Morse Pond featuring one, two, and three-bedroom residences with fireplaces, hardwood flooring, premium cabinets and granite countertops. With a 25 million dollar investment in the 120,000 square foot building, five employees have been retained and 20 new jobs have been created. For more information, visit www.waterpointehome.com.

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 Ashoo, 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.msbdc.org/export/expo.

Record High Spending on Small Business Saturday '18



Shoppers report record high spending of an estimated \$17.8 billion on Small Business Saturday 2018. Small business owners depend on the holiday shopping season. In a new survey of small business owners with storefronts, American Express and the NFIB explored the importance of the holiday shopping season.

Small business owners expect an average of 29% of their total annual sales to take place during the holiday shopping season, and 59% said Small Business Saturday contributes

significantly to their holiday sales each year, according to the 2018 Small Business Owner Insights Survey from American Express and the NFIB.

Small Business Saturday benefits communities beyond just one day. According to the 2018 Small Business Saturday Consumer Insights Survey, 96% of consumers who reported shopping on Small Business Saturday said the day makes them want to Shop Small all year long, not just during the holiday season. Learn more at <https://amex.co/2QlHJiU>

Chamber Participates in Regional Plan Creation

In April 2017, The Baker-Polito Administration launched a new regional planning initiative aimed at addressing the skills gap by bringing together regional teams of educators, workforce, and economic development professionals to create regional blueprints for growth strategies in every region of the Commonwealth. The initiative is led by the Governor's Workforce Skills Cabinet, which works to align state and local programs, policies, and resources to fuel job growth and address employer demand for talent.

Seven regional teams across the Berkshire, Pioneer, Valley, Central, Northeast, Greater Boston, Cape, and Southeast regions are currently devising local strategies for regional labor market blueprints used to inform policy-making and investments targeted at strengthening the Massachusetts economy. The Southeast Region Labor Market Blueprint is developed and available for review. To access a copy of this plan, go to www.metrosouthchamber.com/studies.

4 Qualities Every Entrepreneur Needs to Succeed



FOR THE LIFE OF YOUR BUSINESS

What makes or breaks a successful small business? There are several key commonalities among businesses that succeed, according to several studies polling entrepreneurs.

Here's a closer look at four things successful business owners do right—and one thing they need to do better.

What successful entrepreneurs do right:

1. They start strong. In a poll of 500 successful entrepreneurs, a whopping 84% of respondents say their companies achieved profitability within their first four years in business. In fact, 68% became profitable within the first year. Only 8% became profitable after their fifth year in business, suggesting that the first years in business are make-or-break ones for most entrepreneurs.

2. They focus on finding new customers. Small business owners in the survey say finding new customers is their top business challenge—far ahead of cash flow issues or dealing with the competition. Smart entrepreneurs stay focused on continually generating new leads and closing new business.

3. They put cash back into the business. Forty percent of business owners say whenever they have surplus cash, they put it back into the business rather than paying themselves, a separate study found. What's more, 47% tap into personal savings to finance their businesses at one point or another.

4. They work hard. Never let it be said small business owners are slackers. Some 86% work on the weekends; 23% take fewer than two vacation days total all year long; and of those who do take vacations, 75% work during their time "off."

To learn more, visit www.score.org, find a mentor today!

Lesonsky, Rieva. "What Makes or Breaks a Successful Small Business?" SCORE, SCORE, 27 Nov. 2018, www.score.org/blog/what-makes-or-breaks-successful-small-business.



Forbes

Inc.

msn Money

FOX BUSINESS

Mentors to America's Small Businesses

Entrepreneur MAGAZINE

THE WALL STREET JOURNAL

COSMOPOLITAN

HUFFPOST

M Medium

AP Associated Press

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Member Profile: MassHire GBWB



**MASSHIRE
GREATER BROCKTON
WORKFORCE BOARD**

*MassHire Greater Brockton
Workforce Board
34 School Street, Brockton
(508) 584-3234
www.MassHireGBWB.org*

Company Name: MassHire Greater Brockton Workforce Board

Address/Phone/Website: 34 School Street, Brockton. (508) 584-3234. www.MassHireGBWB.org

Year Established: 2001

Products or Services: The MassHire Greater Brockton Workforce Board provides employment & training services for youth & adult jobseekers and workforce development activities for employers. Our initiatives include but are not limited to: Workforce Training Fund Programs (WTFP), One-Stop Career Centers Operations, Connecting Activities with 8 local HS's, Youth Summer Jobs, Brockton Regional Veterans Council, English as a Second Language & Adult Basic Ed programs and analyzing & distributing labor market information. Our training programs are responsive to local labor market needs and include commercial drivers license, certified nurse's aide, welding and manufacturing.

Number of Employees: 14

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

The MassHire Greater Brockton Workforce Board is a non-profit agency that is overseen by a Board that at a minimum requires 51% business representation. The Board also maintains a balance of stakeholders; higher education, economic development, union representation and community agencies that makes us a true representation of the workforce arena in our region.

What is your market area?

We serve the communities of Abington, Avon, Bridgewater, Brockton, East Bridgewater, Easton, Hanson, Stoughton, West Bridgewater and Whitman.

What markets do you serve?

We partner with all key workforce stakeholders including private employers, public schools, higher education, area non-profits and community organizations, churches, local government, state agencies....we are all critical parts of workforce development.

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

To assist business owners in the growth and sustainability of their company by ensuring that all resources and programs offered through MassHire Greater Brockton Workforce Board and the Career Center are accessible to both job seekers and employers.

Anything additional we should know about your company?

In conjunction with our state partners, we have re-branded from the Brockton Area Workforce Investment Board to MassHire Greater Brockton, identifying all the Workforce Boards as connected partners.

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SERVING AREA BUSINESS SINCE 1975

Shelley Tierney
OWNER

Member Profile: Briarwood Real Estate



Nicole Perkins, Realtor (MA. Lic. #955049)

*Weichert Realtors
Briarwood R.E. (MA. Brokerage Lic.#6694)
(508) 649-1441
www.briarwoodrealestate.com*

Company Name: Weichert Realtors Briarwood Real Estate

Address/Phone/Website: 31 Belmont Street, South Easton. (508) 230-8200. www.briarwoodrealestate.com

Year Established: 1976

Products or Services: residential, commercial, and industrial real estate

Number of Employees: 40

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

We pride ourselves in making the selling of your home an experience. From the comprehensive marketing plan to hosting a three hour open house, we pledge to follow a 32-step plan that will get your home sold & limit the stress on our clients.

What is your market area? All of Massachusetts.

Please list awards, honors or special recognition your firm has received: Briarwood Real Estate proudly earned the prestigious Ambassador's Cup Award from Weichert Real Estate Affiliates Inc. for it's 2017 sales production. This makes the 5th year in a row we received this honor!

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

I believe wholeheartedly in the personal nature of real estate. You can see that in how I follow through in what I promise.

Anything additional we should know about your company?

We work hard to deliver the highest quality real estate in the business. We put forth the effort to make sure our clients experience is a memorable and positive one.

New State Website for Dept. of Family & Medical Leave

The Department of Family and Medical Leave oversees the Commonwealth's Paid Family and Medical Leave program. This program provides temporary income replacement to eligible workers who are welcoming a new child into their family, are struck by a serious illness or injury, need to take care of an ill or ailing relative, and for certain military considerations.

Beginning in January of 2021 most workers in Massachusetts will be eligible to obtain up to 12 weeks of paid family leave and up to 20 weeks of paid medical leave. The program will be funded by premiums paid by employees, employers, and the self-employed. Contributions to the program will begin on July 1, 2019, and will be managed through the Department of Family and Medical Leave.

Learn more at www.mass.gov/orgs/department-of-family-and-medical-leave, direct questions to MassPFML@Mass.gov.

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) promotes unity between local government and the business community and is committed to promoting goodwill among business owners, operating in an ethical manner, and supporting the community they serve. They will hold their Annual Holiday Party on 12/13. Visit bridgewaterbiz.biz for more information.

The Stoughton Chamber of Commerce helps to preserve the overall community's interests and needs. As an advocacy for the business community, the SCC promotes wellness of the entire community through charitable donations, fundraising and scholarship programs for our graduating students. They will hold their Annual Holiday Party on 12/10 at the Portuguese National Club, doors open at 5:30pm. Visit stoughtonma.com for more information.



The Norwell Chamber of Commerce's mission is to promote the civic, economic and social welfare of its members and the Town of Norwell. They actively assist the Chamber members with the challenges of business growth, management and entrepreneurship. They will hold their Annual State of the Town Breakfast on January 24th @ the United Church of Christ in Norwell. There will also be a January Biz Bites @ the James Library on January 29th. Visit norwellchamberofcommerce.com for more information.



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." They will hold a 2-part "The Inspired Vision Plan" Workshop Series on February 13th and April 10th. 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), established in 1991, was the inspiration of six women who felt that the needs of women in business were not being met by traditional organizations. They further believed there was a need for an organization that would provide networking opportunities to women and business owners on the South Shore. They will hold a Business After Hours: Networking Holiday Shopping Night on December 6th in Pembroke, and a December Quarterly Networking Breakfast on December 13th in Braintree. Visit sswbn.org for more information.



RENEWING Members

Thank you!

AGM Industries, Inc.
Brockton Neighborhood Health Center
Busy Bee Jumpers & Tents
Capeway Aluminum & Vinyl, Inc.
Capstone Communities
CATAx, Inc./Christos Liapopoulos
Frenette & Associates, P.C.
Health Imperatives, Inc.
Home Health Resources, Inc.
Home/Health & Child Care Services, Inc.
Hurkett & Associates
Ideal Jewelry & Loan

Independence Insurance Agency
Joe Angelo's Cafe & Deli
Kent, Parker & Associates, Inc.
McCaull Land Title Company
Nemo's Carry All Market, Inc.
Rockland Ice Rink
Sullivan Tire Company, Inc.
Texas Roadhouse
TRACEY Environmental
Trans Courier Systems, Inc.
United Way of Greater Plymouth County
Verizon Communications

Join the Chamber, \$1,000 in Incentives

Becoming a member of the Metro South Chamber of Commerce provides your business opportunities to accelerate its growth. When you join the Chamber, you become a leader within the business community and a member of the region's most dynamic advocacy organization. Membership means potential new business prospects, new savings, access to valuable resources and information, a variety of marketing opportunities, and more, for you and your business. Chamber membership is affordable no matter how small your business, and it provides your business with tremendous opportunity.



Join to Receive:

FREE Member Listing in the Action Report newsletter (distributed to over 30,000)

FREE Member Profile in Action Report newsletter, distributed through *the Enterprise*

2 FREE Listings in the 2019 Book for Business

FREE 2018 Book for Business

FREE Chamber Business List in Excel or mailing labels, \$150 value

FREE Enhanced member listing on the Chamber website with hotlink to website

FREE admission to your first 2 Business After Hours networking events

FREE admission to ATHENA Awards Program, \$39 value

FREE access to members-only page of website to post discounts, events, and more

FREE opportunity to promote company at event share tables and at the Chamber

FREE opportunity to promote company in the Action Report and the e-Update

FREE business workshops

Health Insurance Opportunities, Energy Power Purchasing Program, and savings And More!!

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For more information or to set up an appointment, contact the chamber at (508) 586-0500 or email us at info@metrosouthchamber.com. You can also find more information on our website at www.metrosouthchamber.com.

Advertise in the 2019 Book for Business!



Don't miss the opportunity to advertise in the **2019 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 on the competition by receiving added exposure.

Don't have 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!

For additional information, call Emma Stratton, chamber communications coordinator at (508) 586-0500 x 222, or email EStratton@metrosouthchamber.com. You can view the 2018 Book for Business online at issuu.com/metrosouthchamber/docs/b4b_2018.

WELCOME New Members

Reinvesting in Our Community

Edward J. Deluca Jr. & Company, PC

Mr. Edward Deluca
400 Franklin Street, Suite 308
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www.edelucajrcpa.com
Accountants

Self Help, Inc.

Mr. Jonathan Carlson
780 West Main Street
Avon, MA 02322
(508) 588-0447
www.selfhelpinc.org
Agencies/Associations

Independent Power Systems

Mr. Pat Prince
54 West Dane Street, Unit E
Beverly, MA 01915
(508) 692-7256
www.solarips.com
Energy Development

To Join the Chamber, call or email Kayla!

(508) 586-0500 x 221
KMay@metrosouthchamber.com

Edward J. Deluca Jr. & Company, PC

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Certified Public Accountants

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www.ejdelucajrca.com

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Self Help, Inc.

Programs & Resources to Help Families & Individuals Thrive

780 West Main Street, Avon • (508) 588-0447
www.selfhelpinc.org

Self Help, Inc. is a nonprofit Community Action Agency (CAA) created to help low-income families and individuals stabilize and secure their lives through education, strategic assistance, and building on opportunities in their communities. Self Help, Inc. can help you today, and help you help yourself better tomorrow.

Join the Chamber!**YOUR BUSINESS PROFILE HERE...**

...When You Join the Chamber.
Call us at (508) 586-0500,
info@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:
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The Enterprise

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Over 500 Hotel Rooms • Many Parks & Lakes

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COURTESY HOTELS **COUNTRY INNS** **RESORTS** **BED & BREAKFAST** **INN** **WILDERNESS LODGES**

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](http://metrosouthchamber.com)

BUSINESS EVENTS Planner

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, free for future-members.

Register online: 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/2CxSqP

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 COMMBUY'S

Cost: Free!

Register online: bit.ly/2S2xXAI

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issuu.com/metrosouthchamber

flickr.com/photos/metrosouthchamber

January 25

Good Morning Metro South - Brunch

11:45 am - 1:15 pm

Stonehill College

320 Washington Street, North Easton

Join the Chamber for a special brunch edition of our business breakfast program. Guest speaker to be announced.

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

Register online: metrosouthchamber.com/calendar

February 20

Good Morning Metro South

Time TBA

Southeastern Regional Vocational Technical High School
250 Foundry Street, Easton

Join the Chamber for a business breakfast.

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

Register online: metrosouthchamber.com/calendar

February 28

4th Annual Multi-Cultural Business Forum & BAH

SAVE THE DATE! Information to follow.

Register online: metrosouthchamber.com/calendar

IT'S EASY TO REGISTER!

(508) 586-0500

(508) 587-1340

E-mail: info@metrosouthchamber.com

Online: www.metrosouthchamber.com

Send reservation and payment to:

Metro South Chamber of Commerce

Sixty School Street
Brockton, MA 02301-4087