



January
2019

www.metroouthchamber.com

**Leading Businesses
Leading Communities**

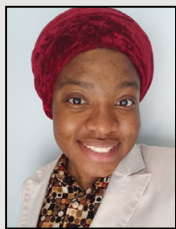


CHAMBER MISSION

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



Caitlin McGillicuddy
Page 6



Divine Onyeoziri
Page 8



Lexi Reinertson
Page 6

CONTENTS

| | |
|--------------------|----|
| Calendar of Events | 3 |
| Good News | 4 |
| Member Profiles | 9 |
| New Members | 11 |
| Renewing Members | 11 |

Metro South is Home to Opportunity Zones; Learn More January 25th @ 11:45am

Friday, January 25 | Martin Institute @ Stonehill College | 11:45 am - 1:30 pm



Host:



Join us Friday, January 25th from 11:45 am - 1:30 pm for a special brunch edition of Good Morning Metro South. Hosted at the Martin Institute at Stonehill College located at 320 Washington Street in North Easton.

PARTRIDGE SNOW & HAHN LLP



Jay Peabody, Partner & Chair of Real Estate Practice Group at Partridge Snow & Hahn LLP.



Russell Stein, Of Council at Partridge Snow & Hahn LLP.

Jay Peabody and Russell Stein of Partridge Snow & Hahn LLP will deliver a presentation on Opportunity Zones, the most recent lucrative way to invest in emerging real estate markets within the United States. This presentation will focus on the financial benefits to investors. A comprehensive overview of the program and excellent examples of potential tax savings and returns will be given. The Metro South region has several designated Opportunity Zones (OZ) positioned to provide mutual gains to the community and financial investors. *Learn more on page 2.*

Registration is required for this event. Tickets are \$25 for members and free for prospective members with pre-registration. Includes lunch as well as networking opportunities. Season Ticket holders are encouraged to bring a guest for free, but please contact us in advance to reserve your seat. RSVP to Kayla at KMay@metrosouthchamber.com or call (508) 586-0500 x 221.

February Breakfast in Easton Focuses on Region with Town Officials

Friday, February 22 | Southeastern Technical Institute | 11:45 am - 1:30 pm

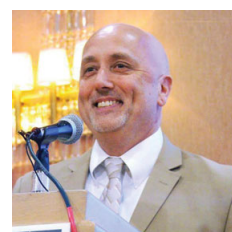


Join us Friday, February 22nd from 11:45 am - 1:30 pm for a special brunch edition of Good Morning Metro South. Hosted at Southeastern Technical Institute, located at 250 Foundry Street in South Easton.

This event aims to encourage discussion of issues of regional importance. We welcome Ray Ledoux, Administrator of regional transportation, Brockton Area Transit Authority (BAT) as emcee; along with a panel of officials from throughout the Metro South region including Mayor of Brockton, Bill Carpenter. Also participating on a panel will be town leaders and experts on various topics of regional concern such as housing, transportation, infrastructure, and economic development.

Registration is required for this event. Tickets are \$25 for members and free for prospective members with pre-registration. Includes lunch as well as networking opportunities. Season Ticket holders are encouraged to bring a guest for free, but please contact us in advance to reserve your seat. RSVP to Kayla at KMay@metrosouthchamber.com or call (508) 586-0500 x 221. *Learn more on page 2.*

Sponsor:



Mayor Bill Carpenter, City of Brockton

4th Annual Multi-Cultural Business Forum & BAH 3/7



The Metro South Chamber of Commerce will hold the 4th Annual Multi-Cultural Business Forum & Business After Hours on **Thursday, March 7th from 5:00 pm - 7:30 pm**. Location TBA, save the date! Please join us as we celebrate the region's culturally diverse heritage and the success stories of various small businesses. The evening will consist of a Business Resource Expo and a Woman & Minority Owned Business Panel, followed by regular Business After Hours networking. Sponsorship opportunities still available! Contact Kayla for details, KMay@metrosouthchamber.com. *Learn more on page 2.*

**Sponsorship Opportunities for
A Taste of Metro South!**



The region's most anticipated annual food event, the Taste of Metro South, will take place this spring.

This popular food event is a great way to gather with business leaders and community members to sample the tastes of local restaurants. Over 30 delicious and diverse area restaurants are expected to participate. *Continued on page 8, read on to learn more.*

Good Morning Metro South Brunch @ Stonehill

Friday, January 25 | Martin Institute @ Stonehill College | 11:45 am - 1:30 pm

ROCKLAND
TRUST

PARTRIDGE SNOW & HAHN LLP

good morning
Metro South



About our speakers: Russell focuses his practice on advising businesses on the intricacies of U.S. Federal and State tax regulations and advising non-profit charities and charitable foundations on Federal tax regulations and State charitable regulations as well as general business matters. Russell has extensive experience counseling businesses on tax matters relating to corporate mergers & acquisitions, tax planning, business restructuring, partnership taxation as well as certain international tax issues. He has considerable experience in drafting partnership agreements, reviewing and negotiating tax provisions found in merger agreements, and advising companies on tax structuring regarding international holdings.

Russell advises non-profit organizations, charities, and private foundations on a variety of issues ranging from start-up organizational matters through mergers and dissolutions. Russell provides guidance on joint-ventures and partnerships between non-profit and for-profit entities, including advice regarding state regulations and registration requirements involving commercial co-venture agreements.

Russell is a frequent speaker and writer on tax issues for businesses and non-profit organizations. He holds a B.A. from Northwestern University, an MBA from Boston University School of Management, and also attended Boston University School of Law, J.D. and LL.M.



Russell Stein, Of Counsel at Partridge Snow & Hahn LLP.

Town Managers & Officials Invited to Feb. Breakfast

Friday, February 22 | Southeastern Technical Institute | 11:45 am - 1:30 pm



good morning
Metro South

Host:



Sponsor:

Old Colony Elder Services
Providing services to the community since 1974

bat



Ray Ledoux, BAT

Town and regional leaders are invited free of charge to the February Good Morning Metro South brunch at Southeastern Technical Institute! This event aims to encourage discussion of issues of regional importance. We welcome Ray Ledoux, Administrator of regional transportation, Brockton Area Transit Authority (BAT) as emcee; along with a panel of officials from throughout the Metro South region including Mayor of Brockton, Bill Carpenter along with other town leaders.



Mayor Bill Carpenter, City of Brockton

Multi-Cultural Business Forum & After Hours

Thursday, March 7 | Location TBA | 5:00 pm - 7:30 pm



GENERAL OVERVIEW OPPORTUNITY ZONES (OZ)

- Capital Gains invested in businesses / properties in "opportunity zones" can:
 - Defer recognition of such gain until 12/31/26;
 - Possibly exclude a percent of such deferred gain permanently; and
 - Exclude future appreciation from taxation.
- Eligible Investments have to be through "Qualified Opportunity Funds" ("QOF")
- Massachusetts has 138 tracts in 79 communities classified as Opportunity Zones
- Opportunity Zones "disappear" after 10 years



Jay Peabody, Partner & Chair of Real Estate Practice Group at Partridge Snow & Hahn LLP.

Jay, Chair of the Real Estate Group, represents regional and national owners, developers and lenders in connection with the purchase, sale, planning, development, and complex financing of office, industrial, retail, large scale multi-use and lifestyle residential development energy projects. Additionally, Jay has a specialty practice representing both landlords and tenants with the management of their lease portfolios.

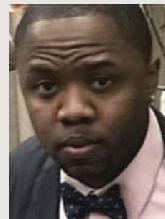
Jay also acts as general counsel to a wide range of companies and business owners with corporate matters, including formation, structure and strategic planning.

In addition to his practice, Jay enjoys long-distance triathlon and marathon training and racing. Most recently, Jay completed Ironman Louisville in Louisville, Kentucky (2015) and Philadelphia Marathon in Philadelphia, Pennsylvania (2016).

Jay holds a B.S. from Fairfield University where he graduated *cum laude*. He also attended Suffolk University School of Law, J.D. Jay was named "Rising Star" in the 2014 and 2016 *Massachusetts Super Lawyers*. Learn more about Partridge Snow & Hahn LLP online at www.psh.com.

Register online at www.metroouthchamber.com/calendar-registration.

The Multi-Cultural Business Forum Panel will include:



DJ Rashaud Garner, Entertainment One Stop Shop / Platinum City Gaming



Brandon Scales, Actor, Producer, Production Manager

This is a great opportunity for potential and existing entrepreneurs to learn about helpful resources, network with local businesses, and hear from entrepreneurs who have successful businesses. Past partners include Haiti's United, Cape Verde Association, NAACP, SBA, SCORE, SEED, SBDC, and more. Call to register your business to participate in the expo!

5:00 pm - Business Resource Expo & Networking
Learn about resources available to help start and grow your business. Experts will assist you on a variety of topics ranging from financing, developing a business plan, marketing your business, and winning government contracts.

5:30 pm - Woman & Minority Owned Business Panel

Hear from a panel of local businesses as they share their success stories. Learn how they used their backgrounds to develop new ideas, leverage regional resources, and tap into new markets.

6:15 - Business After Hours Networking
Meet hundreds of new potential clients during this Business After hours event. Enjoy delicious food and drink, along with the opportunity to win prizes. Be sure to bring your business cards!

Last year's event was a success, drawing great interest among the diverse populations of the region, leading to new partnerships and business relationships. Sponsorships are still available. For more information or to register, contact Kayla May, (508) 586-0500 x 221 or email KMAY@metrosouthchamber.com

BOARD OF DIRECTORS**OFFICERS**

Chair of the Board

Fred Clark*Bridgewater State University*

President and CEO

Christopher Cooney*Metro South Chamber of Commerce*

Chair-Elect

Joseph Casey*HarborOne Bank*

Treasurer

Gregory Hart, CPA*Summer St Financial Advisors LLC*

Vice Chair Economic Development

Pat Ciaramella*Old Colony Planning Council*

Vice Chair Government Affairs

Ray Ledoux*Brockton Area Transit Authority*

Vice Chair Community Affairs

Mahsa Khanbabai*Khanbabai Immigration Law*

Vice Chair Membership Development

Friend Weiler*Consultant*

Immediate Past Chair

Gerry Nadeau*Rockland Trust***CHAMBER STAFF****Christopher Cooney, CCE, IOM, MPA**
President and CEO x 223**Ann Marrese**

Director of Accounting and Finance x 230

Emma Stratton

Director of Communications x 222

Lexi Reinertson

Membership, Programs & Events x 231

*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

DIRECTORSPaul Anghinetti - *Bank of America*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 Caffè*Rick Fisher - *Bridgewater Savings Bank*Gena Glickman - *Massasoit Community College*Kim Hollan - *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 Raczka - *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.***(508) 586-0500** **Front Desk x 221****Kayla May**
Member Engagement Specialist x 221**Marcy Venezia**
Membership Sales x 229**Amanda Alfani**
Graduate Intern x 227**ACTION Report** **Volume 19- Issue 1**

(USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087. Periodical Postage Paid at Brockton, MA.

POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087

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!***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 |
| 22 | Good Morning Metro South *Brunch Edition* | 11:45 am |
| | <i>Southeastern Technical Institute, 250 Foundry Street, Easton</i> | |

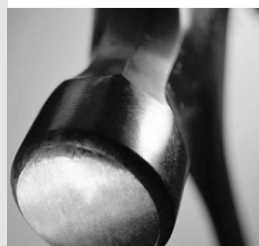
March

| | | |
|-----------|---|----------|
| 5 | Executive Board Meeting | 3:00 pm |
| 6 | Ambassador Meeting | 8:00 am |
| 7 | 4th Annual Multi-Cultural Business Forum & BAH | 5:00 pm |
| | <i>Location To Be Announced</i> | |
| 27 | Board Meeting | 12:00 pm |

April

| | | |
|-----------|-----------------------------|---------|
| 3 | Ambassador Meeting | 8:00 am |
| 10 | Taste of Metro South | 5:30 pm |
| | <i>Location TBA</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 Kayla at the Chamber (508) 586-0500 x 221.

**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: "Felt: Fiber Transformed" through May 2019

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. A reception will be held on Sunday, February 3rd from 2:00 - 5:00pm at the Fuller Craft Museum, located at 455 Oak Street in Brockton.

Bridgewater Savings Charitable Foundation Donates \$5,000 to Father Bill's & MainSpring
Father Bill's & MainSpring is committed to ending and preventing homelessness in Southern Massachusetts with programs that provide emergency and permanent housing and help people obtain skills, jobs, housing, and services. The funds donated by Bridgewater Savings Charitable Foundation will be used to provide support services and ongoing operations at Montello Welcome Home Again. The development provides 23 permanent housing units for homeless individuals who face significant barriers to securing and maintaining traditional, mainstream housing. Bridgewater Savings is active in supporting the

Members - send Good News to
estratton@metrosouthchamber.com

Sponsored by: Good Samaritan Medical Center

community. "We recognize the value that Father Bill's & MainSpring bring to the community by providing innovative ways to end and prevent homelessness in the South Shore and Southeastern Massachusetts," said Peter Dello Russo, Bridgewater Savings President and CEO. "We are happy to be able to assist Father Bill's & MainSpring with programs that shelter and reconnect people to housing, jobs and services." Visit www.bridgewatersavings.com to learn more.

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. Contact careerdevelopment@curry.edu or call (617) 333-2195 for details.

Accounting Firm, BlumShapiro & Company Elects Four New Partners

Stephen Fuller, CPA, MSAT: joined blumshapiro in 2008 as a member of the firm's tax practice, has 10+ years experience providing tax planning, financial reporting, and compliance services with experience in corporate tax. *Amber Monaghan, CPA, MSAT:* joined in 2015 with over 19 years experience in serving privately held businesses and their tax matters, she has extensive experience with high net worth individuals as well as partnerships and S corporation taxation.

Miriam Wisnicki, CPA: joined in 2009, as leader of blumshapiro's Tax Advisory Group she specializes in providing tax planning and tax research services to privately held businesses and their owners. She has substantial experience consulting with partnerships, LLPs, and corporations, often handling merger and acquisition questions.

Leslie Zoll, CPA: joined in 2007, Leslie has an in-depth understanding of municipal financial reporting and has been involved

in the development of comprehensive financial reports that have qualified for the Government Finance Officers Association Certificate Program. To learn more, visit www.blumshapiro.com.

Computer Training Courses at Massasoit

Massasoit's Corporate Education department employs top-notch subject matter experts to teach a variety of different computer software courses. Local businesses enjoy the affordable and convenient option of having their staff trained at one of Massasoit's three training sites. Courses offered in January: Canton Campus, "Introduction to Excel", January 28, 9:00 am - 12:00 pm. To learn more visit bit.ly/2RuW3pJ.

Free Admission for Brockton Residents at Fuller Craft Museum

The Fuller Craft Museum welcomes All Brockton Residents with Free Admission. In an effort to strengthen ties with the Brockton community, Fuller Craft invites all Brocktonians to visit Fuller Craft Museum for free during all hours of operation. Simply present a photo ID with proof of Brockton residence at the front desk of the Museum. This invitation to the Brockton community is one step in Fuller Craft Museum's effort to demonstrate its commitment to the city and to improve arts access to the residents of Brockton. By opening the Museum doors, Fuller Craft Museum hopes to inspire more Brockton residents to embrace, visit, and use the Museum as their own cultural resource. #CraftingCommunity To learn more, visit fullercraft.org.

New Process for Small Businesses to Claim Energy Exemption Certificate

The Massachusetts Department of Revenue will now oversee the process for claiming a certificate. As of January 1, 2019, the process will be completed online through the Department's MassTaxConnect.

Here are some of the highlights that will be important to qualifying small businesses:

- As of January 1, 2019, small businesses will apply online for an exemption certificate through the MassTaxConnect application rather than submitting a paper Form ST-13 to their energy provider.

- Current (2018) exemptions were automatically extended for small businesses through March 31, 2019.

- Small businesses must apply for a 2019/2020 exemption certificate by March 31, 2019.

- Exemptions granted in 2019, and after, will be effective for up to two calendar years.

- DOR will send renewal reminders prior to the exemption certificate's expiration date in 2020.

For additional information, including a link to the draft regulation, businesses may refer to the Department's small business energy exemption webpage. www.mass.gov/info-details/form-st-13-replaced-by-online-application-for-small-business-energy-exemption

New Massachusetts Wage & Hour Laws Posters Available Online

The updated MA Wage & Hour Law poster for 2019 is available for order online. The poster details updates on minimum wage, holiday pay, and sick time in accordance with the new MA laws under the recently passed "Grand Bargain". State law requires all employers to post this notice at the workplace in a location where it can easily be read. M.G.L. Chapter 151, Section 16; 454 C.M.R. 27.07(1). Order yours online at www.mass.gov/forms/massachusetts-wage-hour-laws-poster-request. Learn more at www.mass.gov/service-details/massachusetts-workplace-poster-requirements

Health Care Matters

Good Samaritan Medical Center Names Chief of Emergency Medicine, Erik P. Deede, MD

Dr. Deede has over 17 years of experience as an Emergency Physician. He joined Good Samaritan Medical Center as Associate Chief of Emergency Medicine in 2017. He was previously an attending emergency physician and Clinical Director of Quality at St. Elizabeth's Medical Center.

Board Certified in Emergency Medicine, Advanced Cardiac Life Support, and Pediatric Advanced Life Support, he earned his medical degree at Baylor

College of Medicine, Houston, TX and completed the Harvard Affiliated Emergency Medicine Residency at Beth Israel Deaconess Medical Center, Boston, MA.

Dr. Deede has been extensively published and has lectured on several topics related to emergency medicine including a "Signs and Symptoms Series" on Back Injury, Chemical Injury, Head Trauma, Jaundice, and Infection as well as numerous presentations to members of the medical community on Chest Pain and Acute Cardiac Emergencies,

Abdominal Pain in Pediatrics, Vascular Procedures, and Sepsis: Improving Outcomes and Implementing Codes.

"We congratulate Dr. Deede on his new appointment as he has been an integral member of emergency medicine team," said Harrison Bane, President of Good Samaritan Medical Center.

"His commitment and compassion to our patients and his work on behalf of the emergency medicine program has been unwavering."

The Good Samaritan Medical Center Emergency Department is a designated

Level III Trauma Center and cares for over 65,000 patients annually.



Erik P. Deede, MD, named Chief of Emergency Medicine for Good Samaritan Medical Center.

Sponsored by:



Metro South Chamber of Commerce Releases Strategic Plan Overview - January 2019

| | | | |
|----------------|---|---|---|
| Mission | What is the Chamber's enduring sense of purpose? | We connect, support, and energize member businesses focused on improving the economic vitality of life of the Metro South region. | |
| Values | To which standards does the Chamber hold itself? | <ul style="list-style-type: none">· Steadfast commitment to independence, objectivity, and transparency underscoring all forms of engagement, advocacy, and decision making.· Outstanding corporate citizenship that is deeply invested in the broader development of the region.· An adaptive resource that serves all sizes and varieties of area businesses and ventures.· Inclusive leadership/membership reflecting the region's diversity. | |
| Vision | What is on the distant horizon of the Chamber's work? | <p>We envision a Metro South region known for:</p> <ul style="list-style-type: none">· A business community that is continually collaborating, innovating, and thriving.· Robust pipelines of success that foster new business and advance careers.· Citizens that are well informed and quick to mobilize on key public issues.· An overwhelmingly positive reputation for its many competitive advantages. | |
| Goals | How is the Chamber advancing its mission and reaching for its vision while reflecting its values? | <p>1. Business Community Convener FOCUS the aggregate energy and resources of the regional business community to capitalize on mutually beneficial opportunities, share perspectives, and respond to common challenges.</p> <p>2. Connecting Members CULTIVATE and INVIGORATE the region's human capital by fostering robust opportunity pathways and professional development networks among members.</p> <p>3. Issue Advocacy ARTICULATE, CONVEY, and ADVANCE the Chamber's position on political issues of great importance to the membership and the overall business climate of the region.</p> <p>4. Positioning the Region for Success LEVERAGE the membership's collective influence, expertise, and capital to expand current business activity, attract new ventures to the region, and project the Metro South as a place of economic opportunity and vitality.</p> <p>5. Sustainability SOLIDIFY and EXPAND the Chamber's member and financial base.</p> | |
| Areas of Focus | What is the Chamber doing to better align itself with changing external and internal dynamics? | <p>External</p> <ul style="list-style-type: none">· Targeting membership growth areas of younger professionals and non-English-speaking immigrants· Focusing on small/micro business startups· Showcasing regional diversity as a strength· Understanding and conveying regional attractiveness more effectively· Overcoming growing problem of labor shortages· Boosting regional collaborations for international commerce· Clarifying roles/core functions of myriad regional economic development agencies· Coping with the impacts of regional business consolidations· Revitalizing derelict industrial spaces | <p>Internal</p> <ul style="list-style-type: none">· Introducing career development programming· Leveraging higher education partners· Further diversifying the Board of Directors· Hitting a business development "home run"· Developing mentorship opportunities for startups· Increasing number of Chamber-sanctioned positions on key business and economic issues· Rethinking and refining content/purpose/timing of current slate of regular events· Deepening political relationships in Brockton· Broadening political relationships beyond Brockton· Adding expertise/capacity for social media efforts· Adding additional multilingual staff capacity· Transitioning to a tiered membership model· Developing a bona fide membership strategy |

Chamber Welcomes New Staff: Lexi Reinertson, Programs & Events; Marcy Venezia, Membership



The Metro South Chamber is pleased to announce the addition of two talented individuals to its staff, Alexandria (Lexi) Reinertson in Membership, Programs & Events and Marcy Venezia in Membership Recruitment.

In this role, Lexi will be responsible for all Chamber programs and events. This

includes the monthly Business After Hours and Good Morning Metro South breakfasts as well as the Taste of Metro South, Legislative Luncheon, Small Business Awards, ATHENA Program, and the Chamber's Annual Meeting and Business Expo. Lexi will also be responsible for maintaining member relationships and assisting members with accessing benefits to help their business or organization grow and succeed. Lexi earned a Bachelor's Degree in Marketing from the University of Massachusetts Dartmouth, and comes to us from the Venus de Milo Banquet Facility and Restaurant in a marketing and sales position. She has experience working in IT roles, marketing, maintaining client relationships, and catering social/corporate events.



Alexandria (Lexi) Reinertson, Membership, Programs & Events



Marcy Venezia, Membership Sales

Marcy Venezia joins us as a Membership Sales Associate. She will be responsible for generating interest in the chamber and following up with businesses interested in joining the chamber; inviting businesses to join the chamber is her primary role.

Marcy holds an MBA with a concentration in entrepreneurial studies and small business operations from Northeastern University. She is a certified project manager with expertise in small business development and innovation, and has worked with Nightingale Group as a project manager for over 15 years.

"The Chamber is fortunate to have attracted two very talented professionals. We look forward to all they bring to the

Chamber and will offer our members," said Chamber president and CEO, Christopher Cooney, CCE. For questions regarding chamber events, contact Lexi (508) 586-0500 x 231, AReinertson@metrosouthchamber.com. For any questions regarding membership, or to join, contact Marcy (508) 586-0500 x 229, MVenezia@metrosouthchamber.com.

Chamber Holiday Breakfast Success @ GSMC

Photos courtesy of Rich Morgan Photography. View more photos from this event online at www.flickr.com/metrosouthchamber.



good morning
Metro South



Good Samaritan Medical Center
A STEWARD FAMILY HOSPITAL

THE CHILDREN'S
MUSEUM
IN EASTON

ROB PETERS
ENTERTAINMENT



Sponsored by:



VP of Operations at Good Samaritan Medical Center, Matthew Hesketh gave an overview presentation of the hospital's long history and what direction they're headed in 2019.



Executive Director of The Children's Museum in Easton, Caitlin McGillicuddy gave a presentation on her vision for the museum, working with younger Xennial and Millennial parents, and her plans for expansion and rebranding.



Emcee Dan Trout, Mutual Bank thanks Rob Peters for his holiday facilitated networking fun with a chamber pen.



Caitlin McGillicuddy, The Children's Museum in Easton with Lynn Cornelius, new Director of Marketing, Public Affairs and Community Health at Good Samaritan Medical Center.



Chamber Ambassador Murray Vetstein, Source4; and Lisa Wheeler, Red Ball Promotions networking during Rob Peters Entertainment's personalized holiday networking game.



Holiday themed networking via Rob Peters, find someone with a matching colored bow and introduce yourself!



Albert Senesie, Victory Human Services; Renee Brungard, Harbor Health Elder Service Plan.



Chamber Ambassador Marni Dunton, Connemara Senior Living Campello; Rob Peters, Rob Peters Entertainment.



Offering Elegant Floral Designs for all occasions including Weddings, Sympathy, Birthday, Anniversary, New Baby and more

110 North Leyden Street
Brockton, MA 02302
508-586-2000
www.holmesmcduffy.com

Since 1927
3rd Generation Family Owned & Operated

- Balloons • Fruit Baskets • Gift Baskets
- Plants • Corporate
- Wedding and Funeral Consultations
- Daily Prompt Deliveries to Brockton and 13 Surrounding Towns or Anywhere in the world

All Major Credit Cards Accepted

FTDA
Proud member of the floriflor network

Thank you for voting us #1 Florist Brockton*

BOARD Profile - Dan Evans, Evans Machine Co. ADT Protection One Increases Security and Safety



Dan Evans, President of Evans Machine Company, Inc.



in state-of-the-art equipment all while maintaining a quality shop which provides quick turn services 24/7.

What markets do you serve? Defense, Automotive, Medical, Construction, Food and Health Industries to name a few, however, if you need a part manufactured out of metal, plastic, wood, etc. We can accommodate you.

Please list awards, honors or special recognition your firm has received: We were Metro South Chamber of Commerce "Small Business of the Year Nominee - 2013", Metro South Chamber of Commerce "Economic Development Impact Award Recipient - 2015" - Manufacturer of the year, Ninth Plymouth District 2018.

What is your main business objective concerning your customers and the business community? Our focus is on producing quality precision-machined parts for many industries - supporting our client's needs all the way through the process; from design and engineering to final quality inspection. We offer a quick turnaround time and one stop shopping.

How long have you been a Chamber Board Member? First Year.

What are some of the job positions that you have held? My father, Daniel Evans, Sr., started Evans Machine Co., Inc. (EMI) in 1968. It's been a family run business for over 50 years. In 1988, I started working for the company, which at the time was a small Manufacturing Company. Through market diversification and continuous re-investment into the business, namely technology, EMI has grown to become an industry leader in product development.

In addition, would you please list family and any hobbies or interests that you have. I have two children, Sean and Lisa. I enjoy fishing, biking, swimming, the ocean and being outdoors. I've served as the Xaverian Brothers High School Class Agent since '83 and Norwich class of '87 Agent for 30 years. Leading all the committees involved with reunions, class gifts and other social events. I currently live in Milton, MA. Involved with many local High Schools and Colleges helping to bring education and awareness pertaining to Manufacturing. Manufacturing is coming back to the USA and is currently booming, but there is a definite shortage of skilled labor and making people aware of this opportunity is a service embraced.

What is your educational background? BA Computer Science Business, Norwich University.

How long have you been at your present job? 31 Years.

Evans Machine Company, Inc. (EMI)
32 N. Manchester Street
Brockton, MA 02302
(508) 584-8085
www.emievans.com

Year Established: 1968

Products or Services: EMI is a world class manufacturer of the highest quality precision machined parts. Our services include but are not limited to: Milling, Turning, Grinding, Welding, and Quality Assurance.

Number of Employees: 65

What is unique or special about your firm and the products and services you offer? EMI has learned that we are only limited by our facilities list and quality of our employees. We hire only the finest talent this industry has to offer and we invest

The Metro South Chamber of Commerce recently received a much needed upgrade to their offices' safety and security systems. ADT Protection One has supplied monitoring of alarm systems at the Chamber since the historic building was acquired by the chamber in 1988. The building, also referred to as the former Thomas A. Edison Power Station, was constructed in 1881 and opened in 1883 by Thomas A. Edison, famed inventor. Today the building is home to a number of business, planning, and economic development organizations serving Brockton and the surrounding region. "We are delighted to celebrate ADT Protection One as our long-standing provider of safety and security monitoring at the Chamber. We thank them for their excellent work in upgrading our monitoring systems in such an efficient and extraordinary manner", said Chris Cooney, Chamber president and CEO. He went on to say, "We thank our ADT Protection One representative, Penny Ramseyer for her great help in securing the Chamber's offices. Penny is remarkable in her efforts to assist businesses and organizations."

U.S. Wealth Management Ribbon Cutting



Jake Lynch, CPA; Gary Oman, CPA, PFS, MST, Wealth Manager at US Wealth Management; Chris Cooney, President & CEO of the Metro South Chamber of Commerce.

Gary Oman, CPA and certified wealth manager recently opened new offices at 30 Braintree Hill Office Park, Suite 201 in Braintree. Gary has been active in the Metro South Chamber of Commerce and Brockton Rotary Club for many years. Recently, he hosted an open house in celebration of his new office opening in Braintree serving clients from throughout the South Shore and Metro South regions. To learn more about Gary Oman and US Wealth Management visit www.uswealthoman.com



Chamber Ambassador Penny Ramseyer of ADT Protection One and her crew with Chris Cooney, Chamber President & CEO as a brand new security system is installed at the Chamber offices (Edison Building).

Looking for a new perspective on Your Business?

Our custom business solutions will change the way you look at banking.

- New Equipment Financing
- Commercial Lines of Credit
- Business Online Banking
- Checking Account Options

To get started: Visit our website or Call 800.356.8622

BridgewaterSavings

UNCOMMON BUSINESS BANKING

bridgewatersavings.com/business



Member FDIC Member DIF



Equal Housing Lender

An SBA Preferred Lender





27th Annual TASTE OF METRO SOUTH

April 10th, To Be Confirmed. Location TBA.
Sponsorship Opportunities Available!

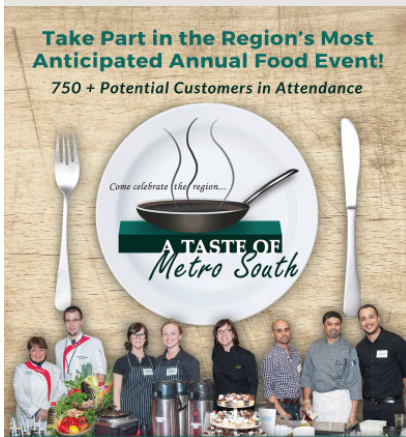
TICKETS AVAILABLE AT WWW.METROSOUTHCHAMBER.COM

Ticket Price: \$35. Tickets must be purchased in advance.
Call Kayla, (508) 586-0500 x 221 for tickets and more information.

Like us at www.facebook.com/metrosouthchambercommerce to stay up to date on participating restaurants, organizations, and entertainment.

Calling All Restaurants! Taste of Metro South

We invite your restaurant to participate in the widely popular and anticipated "A Taste of Metro South."



Take Part in the Region's Most Anticipated Annual Food Event!
750 + Potential Customers in Attendance

Celebrate living and working in the region with a night of food and entertainment. You provide your specialty in sample sizes for 500 people, and we provide the opportunity to market your business to the ideal target audience.

Participating restaurants will be listed on our website with a logo and link, receive promotion in "The Action Report" newsletter, receive mentions on Facebook and social media, will have their logo and contact information placed in the program, and receive the opportunity for television promotion.

Sponsorships are also available. For more information, please contact Kayla May at (508) 586-0500 x 221 or email KMay@metrosouthchamber.com. Download the vendor application and see photos from last year at metrosouthtaste.com.

Promote Your Business at Taste of Metro South



Grand Band Sponsor (\$2,500):

- Banner on main stage next to band for full event
- Logo on event program cover
- Logo on Chamber website
- Logo in Action Report newsletter (2)
- 15 complimentary tickets

Tasting Floor Sponsor (\$1,250):

- Logo on Taste website
- Logo in event program
- Logo in Action Report newsletter (2)
- E-update side column ad - 2 weeks
- 12 complimentary tickets

Promotional Items Sponsor (\$500):

- Opportunity to give away a promotional item with your logo at table near registration (sponsor to provide)
- Logo in event program
- Logo on Chamber website
- Logo in Action Report newsletter (2)
- 10 complimentary tickets

Corporate Sponsor (\$350):

- Name listed in program as Corporate Sponsor
- Name listed in Action Report (2)
- Name listed on chamber website
- 10 complimentary tickets

Program Sponsor (\$150):

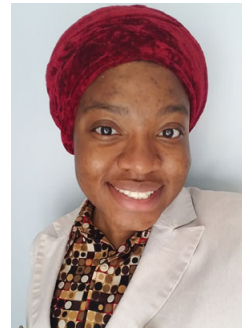
- Name listed in program as Program Sponsor
- 2 complimentary tickets

To sign up for one of these sponsorship packages, or customize a sponsorship for your business, please contact Kayla May, (508) 586-0500 x 221, or email KMay@metrosouthchamber.com.

Intern Divine Onyeoziri Returns, Bentley University

Brockton High School graduate and frequent chamber intern Divine Onyeoziri has returned to the Chamber for the third time after attending Bentley University as a freshman this past semester. Divine worked with the Chamber during the summers of 2017 and 2018, she is currently assisting us with researching and recording chamber activity pertaining to various Regional Economic Development initiatives.

At Bentley, Divine is studying the foundation of accounting and intends to major in Economics-Finance with a minor in Chinese. Divine comments, "My experience at the Chamber has greatly influenced my work ethic. It has given me a sense of self awareness of what works for me. Since my first time at the chamber I have had to really consider time management. This skill influenced my ability to schedule my classes at Bentley, and to determine when and where to study. The Chamber has also helped me with knowing how to behave in professional settings and at my current job working for the Hoffman Center for Business Ethics. Through working here I hope to see the real world applications of accounting, economics, and marketing, as well as be a part of the effort to promote business ethics through the development of small businesses here in the Metro South Region."



Long-time Chamber intern, Divine Onyeoziri of Brockton High School & Bentley University

Chamber Testifies in Support of New Luxury Apts.



Recent presentation to Brockton Zoning Board.

Chamber President and CEO, Chris Cooney, testified in support of the forty-four unit luxury apartment project. Cooney referenced the developer, Geoffrey Anatole, owner of South Shore Property Management and his recent success with transforming the former Standard Modern Printing Company building into 24 beautiful apartments on Pleasant Street. Anatole is an accomplished builder and property manager, familiar with Brockton and the region from his work throughout the area over the past dozen years.

Anatole, received a positive vote at the zoning hearing and has gained approval to build a \$4 million residential building on the vacant lot at 47 W. Elm St. in downtown Brockton (next to the historic Elm Court Hotel). The plans call for construction of a four-story building containing 44 market rate residential units, with an underground parking garage offering 24 spaces for residents. Construction is anticipated to begin in April.

Chamber Meets w Fronto King CEO, Owner in Brockton

One of the best known crops from New England is the Connecticut tobacco leaf. The industry has grown in Connecticut for many generations. The tobacco leaves are considered the best in the world for their many qualities, typically these wrappers are oily, plush with flavor and earthy to the nose. Grown on just 1,000 acres under white mesh canopies that protect the plant's delicate leaf, shade tobacco is the state of Connecticut's fifth largest agricultural commodity by volume. Fronto King of Boston, recently announced their purchase of the former Anania Plumbing building in downtown Brockton. The company plans to package the leaves for wholesale distribution and will employ dozens of new employees at the now vacant facility. Chamber president, Chris Cooney, recently met with the owners and Edmund Tucker, CEO of Fronto King to learn more about the new business to Brockton.



Anne Beauregard, Brockton City Councilor; Nick Anania, Anania Plumbing building owner; Trevor Ivy, Fronto King President; Edmund Tucker, Fronto King CEO; and Chris Cooney, MSCC President.

MEMBER Profile - Rich Morgan Photography

RICHMORGAN
PHOTOGRAPHY



Rich Morgan Photography
26 Crescent Street
West Bridgewater, MA 02379
www.RichMorganPhotography.com
www.ViewNewEngland.com

Year Established: 2001

Products or Services: Commercial and Portrait photography

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

doing professional photography all my life since high school. I try to make the event or the portrait session as fun and as meaningful as the photographs.

What is your market area? All of New England and recently I have been doing work in the Midwest for corporate accounts.

What markets do you serve? Corporate product and event photography, family, high school senior and business portraits.

Please list awards, honors or special recognition your firm has received: Nominated for the 2008 Entrepreneur of the year Award from The Metro South Chamber of Commerce. 2017 #1 Choice for photographer in West Bridgewater from the Readers Choice awards. A special showing of my daughter Emily's photography work and my work in the Mansfield Harbor One branch in 2017. A showing of Emily's photography work and my work in a showing at the West Bridgewater Public Library in 2016.

What is your main business objective concerning your customers and the business community? I always strive to exceed the expectations of my customers and give them images that help them promote their business.

Anything additional we should know about your company? I love photography and I love the opportunity it gives me to meet people and to capture their picture that will be meaningful to them for many years.

Opportunity Zones Attracting Attention



Opportunity Zone (OZ) Overview Presentation at UMass Lowell

Massachusetts Secretary of Economic Development, Jay Ash, recently hosted more than six hundred people at the University of Massachusetts Lowell to introduce a day-long session of panels designed to prepare business people and communities for the NEW Opportunity Zones designated throughout Massachusetts and The United States. Panelists lead the standing room only audience through the many tax and community

advantages of the program approved by congress within this past year. Chamber president and CEO, Chris Cooney attended the session along with City Planner, Rob May of Brockton. "It's exciting to have four approved Opportunity Zones in Brockton and another several throughout the Metro South region. The incentive it offers for investment is extraordinary. We will be holding some sessions locally to make our members and their clients aware", Cooney said. The Chamber will be holding a comprehensive Opportunity Zone session with the support of Rockland Trust at Stonehill College on Friday, January 25 at 11:45 a.m. For more details and to register visit www.metroouthchamber.com

Own A Small Biz? Thinking of Starting One? Call SCORE!

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.

Take advantage of their free live webinar series! Learn more by visiting www.sema.score.org or by calling (508) 587-2673. Ahead for January...

January 8: Lean Canvas: Create Your Business Plan Quickly

January 10: Maximizing After-Tax Profits on Your 2018 Return

January 17: How Can Small Businesses Comply with OSHA?

January 24: The Power of Tiny Marketing Actions

January 31: How to Connect with Any Potential Customer, Referral Partner, or Influencer.

SCORE

FOR THE LIFE OF YOUR BUSINESS



Looking for Commercial Space to Grow?

The Metro South Chamber of Commerce shares available commercial property and space within the Metro South region here and online at www.metroouthchamber.com. If you would like help finding space to grow your business, contact Chris at the chamber, (508) 586-0500 x 223.

225 Bodwell Street, Avon, MA 02322



Contact: M. Donahue Associates, Inc.
(508) 588-1717

Lease: \$5.75 PSF NNN
Size: 76,365 SF
Category: Industrial

Office: 5,000 SF
Electric: 480 Volt
225 KVA Generator

Loading: 2 docks
3 Drive-In Doors
Height: 18-20' Clear

90 Main Street, Brockton, MA 02301



Contact: Jack Conway & Company
(781) 871-0080

Lease: \$1 SF NNN
Lot Size: 17,468 SF Total
Category: Commercial

Acres: 0.40
Buildings: 1
Stories: 4
Total Units: 3
Year Built: 1966

Total Sq. Ft.: 10,000
MLS#: 72397149
Elevator: Yes
Parking Spaces: 40
Utilities: Public Water & Sewer

GRO-N-THINGS, INC.

Interior Plant Maintenance and Design Service

P.O. Box 1246
Middleboro, MA 02346
508.947.8433 (p)
781.767.2244 (f)



Shelley Tierney
OWNER

SERVING AREA BUSINESS SINCE 1975

2019 Holiday Calendar

| | Manufacturing | Retail Stores/Supermarket | Liquor Stores | Taverns/Bars | Banks | Stock Markets | State/County/Municipal Offices | Schools | Libraries | Mail Delivery |
|---|---------------|---------------------------|---------------|--------------|-------|---------------|--------------------------------|---------|-----------|---------------|
| New Year's Day Monday, January 1 | ■ | ■ | ■ | ■ | ● | ● | ● | ● | ● | No |
| Dr. Martin Luther King Day Monday, January 21 | ■ | ■ | ■ | ■ | □ | ■ | ● | ● | ● | No |
| President's Day Monday, February 18 | ■ | ■ | ■ | ■ | □ | ■ | ● | ● | ● | No |
| Patriot's Day Monday, April 15 | ■ | ■ | ■ | ■ | □ | ■ | ● | ● | ● | Yes |
| Memorial Day Monday, May 27 | ○ | ■ | ● | ■ | ● | ● | ● | ● | ● | No |
| Independence Day Thursday, July 4 | ○ | ■ | ■ | ■ | ● | ● | ● | ● | ● | No |
| Labor Day Monday, September 2 | ○ | ■ | ■ | ■ | ● | ● | ● | ● | ● | No |
| Columbus Day Monday, October 14 | ◆ | ◆ | ■ | ■ | ● | ■ | ● | ● | ● | No |
| Veteran's Day Monday, November 11 | × | × | ● | ■ | ● | ■ | ● | ● | ● | No |
| Thanksgiving Day Thursday, November 28 | ● | ● | ● | ■ | ● | ● | ● | ● | ● | No |
| Christmas Day Wednesday, December 25 | ● | ● | ● | ■ | ● | ● | ● | ● | ● | No |

- Open
- Closed
- Manufactures and other non-retailers may not open without local police permit
- Opens at the discretion of the individual bank. Most banks are expected to be closed on Martin Luther King Day.
- ◆ Blue Laws apply before noon. Local police permit is required to operate before noon.
- ×

Summary of State Laws Relative to Legal Holidays Blue Law

- apply until midnight
- on Columbus Day apply until noon
- on Veteran's Day apply until 1 pm

Work permits for "Blue Law" holidays

- can be obtained at the discretion of local authorities
- should be requested 60 days in advance
- shall not cover more than one day Overtime

Other Holiday Facts

- When January 1 falls on a Sunday, retailers may open for regular hours the following day.
- The provisions of the law relating to overtime, to the stipulation that a person cannot be required to work and to permits concerning the opening of retail stores on restricted holidays, are enforced by the department of Fair Labor & Business Practices.

For further information

- The information contained in this calendar is based on current state statutes and regulations. For further information, contact the agencies listed below.
- For questions regarding permit regulations, contact the Executive Office of the Attorney General, Division of Fair Labor and Business Practices at (617) 727-2200.
- For all other questions, please contact the Citizen's Information Service at (617) 727-7030 or 1(800) 392-6090

When a legal holiday falls on a Sunday, it is observed on the following day.

When a legal holiday falls on a Saturday, it is observed on that day.

* Chapter 136, Section 6 of the Massachusetts General Law provides a list of 55 clauses which detail different activities that are not prohibited on Sundays or holidays. These are known as exceptions to the Blue Laws.

** As defined in Chapter 136, Section 6, Clauses 25, 27, and 50 and in Chapter 138.

Local MLK Celebrations Planned



Reverend Dr. Martin Luther King, Jr.

The Martin Luther King, Jr. Holiday celebrates the life and legacy of a man who brought hope and healing to America. We commemorate as well the timeless values he taught us through his example -- the values of courage, truth, justice, compassion, dignity, humility and service that so radiantly defined Dr. King's character and empowered his leadership. On this holiday, we commemorate the universal, unconditional love, forgiveness and nonviolence that empowered his revolutionary spirit.

On this day we commemorate Dr. King's great dream of a vibrant,

multiracial nation united in justice, peace and reconciliation; a nation that has a place at the table for children of every race and room at the inn for every needy child. We are called on this holiday, not merely to honor, but to celebrate the values of equality, tolerance and interracial sister and brotherhood he so compellingly expressed in his great dream for America.

We call you to commemorate this Holiday by making your personal commitment to serve humanity with the vibrant spirit of unconditional love that was his greatest strength, and which empowered all of the great victories of his leadership. And with our hearts open to this spirit of unconditional love, we can indeed achieve the Beloved Community of Martin Luther King, Jr.'s dream.

Area MLK Day Events: Monday, January 21, 2019

The Metro South Region wants to honor the legacy of one of history's most influential peacemakers. Upcoming events include annual Martin Luther King, Jr. breakfasts and more! Contact the following organizations for further information on these and additional Martin Luther King Jr. Day celebrations that will continue into the month of February:

- Bridgewater State University at (508) 531-2446
- Brockton Area NAACP at (508) 587-0502
- Massasoit Community College at (508) 588-9100 x 1309
- University of Massachusetts: Dartmouth at (508) 999-8060

Brockton NAACP Hosts 33rd Annual Rev. Dr. Martin Luther King Jr. Tribute Breakfast



On Saturday, January 19, the Brockton Chapter of the NAACP will host the 33rd Annual Reverend Dr. Martin Luther King Jr. Breakfast Celebration. The event will take place at Lombardo's at 6 Billings Street in Randolph, MA, 02368 from 9:00 am to noon. The keynote speaker will be Bishop John M. Borders III of the Morning Star Church. Tickets are \$40 for adults and \$20 for children 17 and under. Tickets can be purchased online at www.naacp-brocktonbranch.org. For more information please visit www.naacp-brocktonbranch.org or call Phyllis Ellis of the NAACP at (508) 944-8212.

17th Annual Rev. Dr. Martin Luther King, Jr. Breakfast @ UMass Dartmouth



On Friday, February 1, the University of Massachusetts Dartmouth will hold their 17th Annual Martin Luther King, Jr. Breakfast at 8:30 am in Woodland Commons, located at UMass Dartmouth, 285 Old Westport Road, Dartmouth, MA. The keynote speaker will be former NFL player, equality advocate, and educator Wade Davis. Wade Davis is a thought leader, public speaker, and consultant on gender, race, and orientation. Wade is the NFL's first LGBT inclusion consultant and currently works with numerous professional sports leagues on issues at the intersection of sexism, racism, and homophobia. They will also have special musical guests, Kimberly Locke and Jerome Kyles. Tickets are \$30 for UMassD faculty, staff, alumni, and public guests. Proceeds from the event will fund campus diversity and inclusion initiatives. Register online at bit.ly/2snjwLH or visit www.umassd.edu for details.

UMass Dartmouth Accepting Spring Marketing Clients



Have you considered marketing research to make your business more competitive? Interested in the satisfaction level of your customers and/or clients? Thinking about the possibility of a new location? Get the information you need from a source you can trust! Why not go through a local provider?

The UMass Dartmouth Center for Marketing Research (CMR) is currently accepting requests from area businesses and other organizations to perform marketing research for the spring semester, beginning January, 2019. Each semester approximately 8 clients are selected for participation in their ongoing research program involving graduate and undergraduate Marketing students. The final project is a statistically valid survey research study. Learn more online at www.umassd.edu/cmr. Contact Center Director, Dr. Nora Ganim Barnes for more information, email nbarnes@umassd.edu or call (508) 999-8756.

SEED Corp. Offers Brockton Business Loan Program



South Eastern Economic Development (SEED) Corporation focuses on job creation by financing small business in Massachusetts and Rhode Island through:

- Micro Loans up to \$50,000
- Small Loans up to \$250,000
- Terms up to 10 years at 5% - 6% fixed
- Working Capital, equipment, inventory, furniture and fixtures, and leasehold improvements
- No pre-payment penalties
- Technical Assistance

For more information call (508) 822-1020 x 312 or visit www.seedcorp.com

RENEWING Members

Thank you!

Affordable Closet Systems
B.E. Peterson, Inc.
Boys and Girls Club of Brockton, Inc.
Bridgewater Trophy
Concord Foods, LLC
Crown Uniform & Linen Service
Cushman Insurance Group
Energy Conservation, Inc.
EquipNet
George Washington Toma
H&R Block
Hampden Technologies
Hilliards Chocolates

House of Possibilities
MBJ Wines
National Grid
Pierce Refrigeration, Inc.
Protection One
Protection One
Rockland Trust Company
Spark Street Auto Body
Stonehill College
Stoughton Motel
Thorny Lea Golf Club
Yamato Japanese Steak House

WELCOME New Members

Reinvesting in Our Community

Dove, Inc.
Ms. Allison Lincoln
PO Box 690267
Quincy, MA
(617) 770-4065
www.dovema.org
Human Service Organizations

Solar Wolf Energy
Mr. Pat Prince
134 Worcester Providence Turnpike
Millbury, MA 01527
(508) 692-7256
www.solarips.com
Energy Development

LukeJackson Benefit & HR Solutions

Mr. Jack Myers
1350 Belmont Street, Suite 108
Brockton, MA 02301
(508) 205-1100
www.lukejacksoncorp.com
Human Resource Consultants

To Join the Chamber, call or email Kayla!
(508) 586-0500 x 221
KMAY@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, Director of Communications 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.

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. Visit bridgewaterbiz.biz for more information.

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

Dove, Inc.

PO Box 690267, Quincy • (617) 770-4065
www.dovema.org

In addition to offering services that increase the safety of domestic abuse survivors, DOVE conducts Outreach and Educational Presentations about domestic violence to civic and community groups; churches and faith-based organizations; schools, colleges, and universities; and others. DOVE provides training for health and social service providers about working with survivors, as well as to businesses and employers regarding policies and practices.

LukeJackson Benefit & HR Solutions

1350 Belmont Street, STE 108, Brockton • (508) 205-1100
www.lukejacksoncorp.com

LukeJackson Benefit Solutions is an independent employee benefits and insurance brokerage firm with expertise across compliance, administration, design, and funding of employee benefits programs. We simplify the purchasing process and help employers of all sizes optimize their investment in employee benefits.

Solar Wolf Energy

134 Worcester Providence Turnpike, Millbury • (617) 701-7660
www.solarwolfenergy.com

Solar Wolf Energy is a nationwide solar energy installer with years of experience that provides customers with the power to be off-grid or just offset their electricity bill for financial independence.

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.metroouthchamber.com

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

Starting a Business?

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

The Metro South Business Assistance Can Help!

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

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

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

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

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

Premier Sponsor:

Major Sponsors:

When Metro South is Home, Everything's Within Reach

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

Massachusetts
It's all here

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

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

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

Metro South Regional Economic Development Organization
For more info, contact the Metro South Chamber of Commerce,
508.586.0500 • www.metroouthchamber.com

BUSINESS EVENTS Planner**January 25****Good Morning Metro South - Brunch**

11:45 am - 1:30 pm

Stonehill College

320 Washington Street, North Easton

Join the Chamber for a special brunch edition of our business breakfast program, presentation on Opportunity Zones.

Cost: \$25 for members, future-members free with pre-registration

Register online: metrosouthchamber.com/calendar

February 22**Good Morning Metro South - Brunch**

11:45 am - 1:30 pm

Southeastern Technical Institute (STI)

250 Foundry Street, Easton

Join the Chamber for a special brunch edition of our business breakfast program; ft. a panel of town representatives, focusing on issues of regional importance with Mayor Bill Carpenter, Brockton.

Cost: \$25 for members, future-members free with pre-registration

Register online: metrosouthchamber.com/calendar

April 10**A Taste of Metro South**

5:30 pm - 8:00 pm

Location TBA

Join the Chamber for an evening of food, fun, entertainment, and networking!

Cost: \$35 | Restaurant Participation Fee: Free!

Register online: metrosouthchamber.com/calendar

IT'S EASY TO REGISTER!

(508) 586-0500

(508) 587-1340

E-mail: info@metrosouthchamber.com

Online: www.metroouthchamber.com

Send reservation and payment to:

Metro South Chamber of Commerce

Sixty School Street

Brockton, MA 02301-4087

**March 7****4th Annual Multi-Cultural****Business Forum & BAH**

SAVE THE DATE! Information to follow.

Cost: Free!

Register online: metrosouthchamber.com/calendar

FIND US ON SOCIAL MEDIA

facebook.com/metrosouthchambercommerce



twitter.com/MetroSouth



linkedin.com/groups?gid=1830527



youtube.com/user/metrosouthchambercom



issuu.com/metrosouthchamber



flickr.com/photos/metrosouthchamber



LIVE



WORK



SHOP



PLAY

www.BuyBrockton.org

Buy Brockton is a cooperative effort of the Metro South Chamber of Commerce, City of Brockton, Brockton 21st Century Corporation/ Building a Better Brockton, Brockton Housing Partnership, and participating lenders: Avon Co-Operative Bank, Bank of Canton, Bridgewater Savings Bank, Crescent Credit Union, Dedham Institution for Savings, Eastern Bank, HarborOne Credit Union, Mutual Bank, North Easton Savings Bank, Rockland Trust, and South Shore Bank.