

# Actionreport



Iune

www.metrosouthchamber.com

### **Leading Businesses Leading Communities**

# ACCREDITED

### CHAMBER MISSION

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



Scott Selenow **Immerse Agency** Page 6



**MA State Treasurer Deborah Goldberg** Page 6



Anton Bizzell, M.D. U.S. Chamber Foundation Page 6

### **CONTENTS**

**Calendar of Events Good News** 

**Member Profiles** 

**New Members** 

Renewing Members 11

# ATHENA Award Honoring Exceptional Leadership, June 21

Friday, June 21 | Barrett's Alehouse Conference Center | 674 W Center Street, West Bridgewater | 12:00 pm - 1:30 pm



pm - 1:30 pm at the new Barrett's Alehouse Conference Center, located at 674 W Center Street in West Bridgewater (former Charlie Horse). The ATHENA Award will be presented to an exceptional individual who has

achieved the highest level of professional excellence; contributes time and energy to improve the quality of life of others in the community; and actively assists others, particularly women, in realizing their full leadership potential.

Women in Leadership roles, Human Resource Professionals, and Professional Development staff are encouraged to attend. Continued on page 2.

Premier Sponsor:

**(**Eastern Bank) JOIN US FOR GOOD

Media Sponsor: The Enterprise





### About our Keynote Speaker



Marisela Marrero, M.D., CEO at Good Samaritan Medical Center

**Good Samaritan Medical Center** 



interest in developing top-tier public healthcare knowledge within the Latino community and broadening the use of proper healthcare among Hispanic people.

### About the ATHENA Award

"Creating A Balance In Leadership Worldwide."

The ATHENA Awards Program was created in 1982 and has expanded to over 500 cities in the United States, Russia, Canada, China, the United Arab Emirates, and the United Kingdom. The Metro South Chamber believes in the values underlying the ATHENA Foundation's philosophy of incorporating the talents and expertise of women into the leadership of our businesses, communities, and government. Visit www.athenainternational.org to learn more about the history of the ATHENA Leadership Award.

# **BridgewaterSavings UNCOMMON BANKING**

**Tri-Chamber Networking** 

**Event at Bridgewater Savings** 

Bank in Raynham, June 26

Join Bridgewater Saving Bank staff at their headquarters at 756 Orchard Street in Raynham for a tri-chamber networking event on Wednesday, June 26th 2019 from 5:00 pm - 7:30 pm. Enjoy a variety of regional craft beers; as well as food catered by Roche Bros while networking with members of the Metro South Chamber of Commerce, Cranberry Country Chamber of Commerce, and Taunton Area Chamber of Commerce. Continued on page 2.





**Business After Hours at Connemara Senior Living** Campello, Brockton July 18



Join us Thursday, July 18 from

4:30 pm - 6:30 pm at Connemara

Senior Living Campello located at 25 E. Nilsson Street in Brockton for a Business After Hours! Help us kick-off the summer season with an evening of delicious food and beverages while connecting with potential customers. existing chamber members and friends in the Metro South community. Don't forget your business cards! Tickets to this

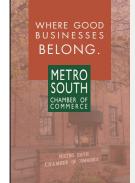
event are complimentary,

but please RSVP in advance.

Continued on page 2.

# Metro South Chamber - Where Good Businesses Belong

NOW MORE THAN EVER, your business needs that competitive edge. Most people prefer doing business with someone they know. Metro South Chamber of Commerce membership connects you to local business people who want to refer business to fellow chamber members. Through our publications, networking events, and other member programs, you'll be more connected than ever! Join by June 30th to receive 5x more than you invest during our Membership Drive! To learn more and to join the chamber, contact Marcy at MVenezia@metrosouthchamber.com or call (508) 586-0500 x 229. Read more on page 5.



METRO SOUTH CHAMBER

REFERRALS. NEW BUSINESS CONTACTS, ECONOMIC **DEVELOPMENT. LEGISLATIVE** ACTION. COMMUNI INVESTMENT. DISCOUNTS. SAVINGS. FIVE STAR ACCREDITATION. EXPOSURE EDUCATION, PROFESSIONAL DEVELOPMENT, INSURANCE. NETWORKING. SOCIAL MEDIA. MARKETING PUBLICITY. & MORE.

### 21st Annual ATHENA Award



Friday, June 21 | 12:00 pm - 1:30 pm | Barrett's Conference Center, West Bridgewater

On Friday, June 21 from 12:00 pm - 1:30pm, the Metro South Chamber of Commerce and Eastern Bank will present the 21st Annual ATHENA Award to an exceptional individual who has achieved excellence in their business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential. This year the event will be held at Barrett's Alehouse Conference Center, located at 674 W Center Street

The ATHENA Awards Program was created in 1982 and has expanded to over 500 cities in the United States, Canada, the United Kingdom, the United Arab Emirates, Russia, and China. The Metro South Chamber of Commerce believes in the values underlying the ATHENA Foundation's philosophy of incorporating the talents and expertise of women into the leadership of our businesses, communities, and government.



Marisela Marrero, MD, CEO at Good Samaritan **Medical Center** 

This year, the keynote speaker is Marisela Marrero, MD, CEO at Good Samaritan Medical Center. Marisela Marrero, M.D. is a Harvard-trained Emergency Room physician with an interest in developing top-tier public healthcare knowledge within the Latino community and broadening the use of proper healthcare among Hispanic people. Originally from Puerto Rico, Marisela has been living in the New England area for the past 22 years, having attained her undergraduate degree from Yale University and her medical degree from Harvard Medical School. She was the co-

founder and chair of ALPFA Healthcare, an organization dedicated to the promotion and proliferation of Latino leaders. In addition to this, she served as the medical correspondent for both Telemundo Boston and NECN. Most recently, Marisela worked as VP of Clinical Operations at Good Samaritan Medical Center, focusing on efficiency and throughput within the hospital setting. With a sense of commitment and enthusiasm that is palpable, Marisela continues to raise the bar, and acts as a driving force at the forefront of healthcare improvement and change.

Tickets for this event are \$39 for members and \$49 for non-members. Corporate tables of 10 are available. To register contact Lexi Reinertson at (508) 586-0500 x 231 or email at AReinertson@metrosouthchamber.com. Learn more online at metrosouthchamber.com/events/athena.

### Prior ATHENA Recipients

- 2018 June Saba-Maguire, Brockton Public Schools
- 2017 Diane Bell, Bridgewater State University
- 2016 Cheryl Opper, School on Wheels
- 2015 Mary Waldron, Bridgewater State University
- 2014 Janet Trask, Brockton VA Hospital
- 2013 Kathleen Smith, Brockton Public Schools
- 2012 Ruth Bramson, Girl Scouts of Eastern MA
- 2011 Elaine Reiser, Brockton Area Multi-Services
- 2010 Anne DeMinico, St. Joseph Manor
- 2009 Sue Joss, Brockton Neighborhood Health Center
- 2008 Vanessa Tierny, Brockton Area Multi-Services
- 2007 Susan Szachowicz, Brockton High Principal
- 2006 Loretta Degrazio, East Coast Petroleum
- 2005 Marianne Wroble Cox, WXBR 1460AM Radio
- 2004 Shailah Stewart, Brockton Public Schools
- 2003 Linda Faria Braun, The Adult Learning Center
- 2002 Christine Karavites, Proteas Consulting

2001 Barbara Duffy, My Turn, Inc.

2000 Noelle Foye, Brockton Elementary School Nurse 1999 Janice Cunningham, East Bridgewater Police

Premier Sponsor:



# **Business After Hours at Bridgewater Savings Bank**

Business After Hours | Wednesday, June 26 | 5:00 pm - 7:30 pm | 756 Orchard Street, Raynham



As an independent community bank, Bridgewater Savings is dedicated to cultivating the financial well-being of the community

and are willing to go above and beyond to ensure each and every one of our customers achieves ultimate financial success. This unparalleled devotion may look "Uncommon," but it makes Bridgewater Savings who they are. Visit bridgewatersavings.com to learn more.







# **More Upcoming Spring & Summer Networking**

Mark your calendar for upcoming networking events taking place this spring & summer! Enjoy networking, refreshments, and raffles. For more information and to register to attend, visit metrosouthchamber.com/ calendar, or contact Lexi at (508) 586-0500 x 231.



Business After Hours | Thursday, July 18 | 4:30 pm - 6:30 pm | 25 East Nilsson Street, Brockton



Connemara offers an exceptional residential experience for seniors. Their spacious apartments and full range of community amenities allow seniors to live life fully while taking advantage of the supports they

need. Connemara offer assisted living, memory care, and independent living programs, all supported by dedicated, caring staff members." Visit connemaraseniorliving.com to learn more.

Business After Hours | Thursday, July 25 | 5:00 pm - 7:30 pm | 8 Island Court, Easton



A luxurious, active lifestyle in a quiet village retreat overlooking a secluded freshwater pond. Welcome to Water Pointe, a 60-unit condominium residence on the shore of Morse Pond in Queset Commons, a budding

contemporary village in historic Easton, Massachusetts, some 25 times from downtown Boston. Visit www.waterpointehome.com to learn more.

Business After Hours | Wednesday, August 14 | 5:00 pm - 7:30 pm | Queset Garden, Easton



Crescent Credit Union will once again sponsor this very popular and elegant evening in August. Plans are being finalized

and a location and date will be announced soon - along with details of the reception and beverage provider. This is the fifth year the Chamber has teamed up with Crescent Credit Union to offer this wonderful mid-summer evening for networking and enjoyment. Visit crescentcredit.org to learn more.

Business After Hours | Thursday, September 19 | 5-8:00 pm | 7 Mill Street, Middleboro



Wood Palace Kitchens creates excellence in Wood Palace kitchen style and design using natural, corian counter and quartz countertops along with

beautiful contemporary kitchen cabinets and kitchen island designs.. Wood Palace Kitchens has been helping people build their dream kitchen/baths for over 30 years. They assist in creating the perfect design for their lifestyle, needs, space and budget. Visit visit www.woodpalacekitchens.com to learn more.

### www.metrosouthchamber.com **BOARD OF DIRECTORS DIRECTORS** Paul Anghinetti - Bank of America **OFFICERS** Joe Cardinal - National Grid Chair of the Board **Fred Clark** Michele Cinquegrano - Verizon Bridgewater State University Todd Copeland - Copeland Auto Group President and CEO Dan Evans - Evan's Machine Co., Inc. **Christopher Cooney** Metro South Chamber of Commerce Nelson Fernandes - JJ's Caffè Chair-Elect Rick Fisher - Bridgewater Savings Bank Joseph Casey HarborOne Bank Gena Glickman - Massasoit Community College Treasurer Kim Hollon - Signature Healthcare **Gregory Hart, CPA** Summer St Financial Advisors LLC Richard Hynes - Barbour Corporation Chuck Jones - Harbor Health Vice Chair Economic Development Pat Ciaramella Marisela Marrero - Good Samaritan Medical Center Old Colony Planning Council Jeni Mather - J.M. Pet Resort Vice Chair Government Affairs Ray Ledoux Matthew Osborne - Eastern Bank Brockton Area Transit Authority Jonathan "Jay" Pike - Citrin Cooperman Vice Chair Community Affairs Mahsa Khanbabai Andrew Raczka - Abington Bank Khanbabai Immigration Law Albert Senesie - Victory Human Services Vice Chair Membership Development Kathleen Smith - Brockton Public Schools **Friend Weiler** Consultant

### **CHAMBER STAFF**

Immediate Past Chair

Gerry Nadeau

Rockland Trust

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 (508) 586-0500

George Spilios - Crown Linen

Lisa Strattan - The Enterprise

Front Desk x 221

Lexi Reinertson

Membership, Programs & Events x 231

Peter Vlaco - Brophy & Phillips Company, Inc.

Kayla May

Member Engagement Specialist x 221

Marcy Venezia

Membership Sales x 229

*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.metrosouthchamber.com

Volume 19- Issue 6 **ACTION Report** 

(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!

### June

Membership Drive 8:00 am Stonehill College, 320 Washington Street, Easton

12 "WHY PEOPLE BUY" 11:30 am Workshop at the Chamber, led by Greg Nanigian Associates

19 "Putting Social Media to Work for Your Business" 1:00 pm Workshop at the Chamber, led by Next Level Digital Solutions

21 ATHENA Award Luncheon 12:00 pm Barrett's Alehouse Conference Center, 674 W Center Street, West Bridgewater

26 SBA Infosession: Building a Successful Business 9:00 am Metro South Chamber of Commerce, 60 School Street, Brockton

26 Business After Hours @ Bridgewater Savings Bank 5:00 pm 756 Orchard Street, Raynham

# July

Independence Day - Chamber Closed

18 Business After Hours @ Connemara Senior Living 4:30 pm 25 E. Nilsson Street, Brockton

25 **Business After Hours** @ Water Pointe 5:00 pm 8 Island Court, Easton

### August

14 Business After Hours with Crescent Credit Union 5:00 pm Queset Garden, 53 Main Street, North Easton

# September

14 First Time Homebuyers Workshop 8:00 am Workshop at the Chamber, led by Bridgewater Savings Bank

18 **Good Morning Metro South** 11:45 am Location TBA



Leading Businesses.

Leading Communities

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



### MASSDEVELOPMENT

# MassDevelopment Monthly Office Hours at the Chamber with Jay Pateakos

Jay Pateakos, Vice President of Business Development for the South Region of MassDevelopment will host a series of office hours at the Metro South Chamber of Commerce offices at 60 School Street in Brockton.

Pateakos will be available to provide information and answer questions about how the organization can help businesses, financial institutions, and municipalities in southeastern Massachusetts.

He is available the fourth Tuesday of each month, from 9:00 am - noon.

June 26, 2019 July 23, 2019 August 27, 2019 September 24, 2019

For more information, email Jay at **jpateakos@massdevelopment.com** or call (508) 678-0533 x 1201.

### UMass Boston Small Business Summit 6/13

UMass Boston is committed to engaging in the community and believes it will be impactful and beneficial to provide a venue for small business owners to discuss and exchange ideas about important issues facing small business in Boston. Attendees will hear an update from leaders in the public and private sectors, participate in a Q&A following a panel of business and agency executives and visit information tables on how to access services. Topics will include procurement, accessing capital, healthcare, taxes and budget, regulations, and more. To register, visit www.umb. edu/news\_events\_media/events/special/ spring/small business summit

# Members - send Good News to estratton@metrosouthchamber.com

Sponsored by: Good Samaritan Medical Center

### **Brockton Farmers Market Opens July 12, 2019**

Summer schedule for youth events hosted at City Hall Plaza, sponsored by the Brockton Public Library. Free family entertainment every Friday starting July 12 - August 30 from 11:00am - Noon. Visit brocktonfarmersmarket.com

July 12: Balloons, Balloons Balloons with local magician, Chris Lovetere.

July 19: Farmer's Market - Storytime with Andrea Lovett.

July 26: The Bubble Guy.

August 2: Music Together with Gwyn.
August 9: Balloons, Balloons, Balloons with local magician, Chris Lovetere.

August 16: Big Ryan's Tal Tales. August 23: The Bubble Guy.

August 30: Mr. Vinny's Puppets.

# The Charity Guild & Friends Spring into Summer Celebration

A family & community event offered by The Charity Guild Food Pantry & Thrift Shop, the Old Colony YMCA, Brockton Arts & Stacy Adams. Music by DJ Audio Zeus, Art, Games, Shopping & More. 501 Main Street in Brockton, admission is free. Rain date, Sunday June 9.

### **House of Possibilities 10th Annual Gala**

"Ten years ago, we opened the doors of our Yawkey House, located on the campus of Stonehill College. This house has become a nurturing and joyful home for so many children and adults living with disabilities. Join us to celebrate the past and look forward to another decade of service to our families. Thursday, June 13th at The Wharf Room, Boston Harbor Hotel. Visit gala4HOPe.givesmart.com for more info.

# Beer Tasting Thursdays with the Brockton Rox and Shovel Town Brewery

Beer tastings - \$15 (includes game ticket and drinking mug) to sample Shovel Town beers for one hour prior to Rox game. There will be live music to enjoy as well! Thursdays, June 6, June 13, June 20, and June 27. For tickets, visit brocktonrox. com/tickets/single-game.

### Cardinal Spellman High School 60th Anniversary Golf Tournament

Monday, June 17 at Willowbend, Cape Cod. Formore information, visits pellman. com/golf2019. Questions: contact Joanna McCarthy at JMcCarthy@spellman.com or call 508-583-3004.

### **OCES March Against Elder Abuse**

Thursday, June 13 at Brockton Council on Aging, 10 Father Kenney Way in Brockton from 11:00 am - 1:00 pm. Speakers, refreshments, and lunch following the march. RSVP to Lisa Mullin at LMullin@ocesma.org or call 508-584-1561 x 220.

### Kids Road Races June 8 & 15 D.W. Field Park

Open to all kids 14 & under, 10 divisions for boys & girls. Saturday mornings, registration 9:30 am, races start at 10:00 am, 2 . 2 miles. Visit kidsroadrace.org for more info.

# Above the Clouds Sports Enthusiasts & Travel Buffs Raffle

Sports drawing, 2 premier tickets to 1 game each team (Patriots, Red Sox, Celtics, Bruins) and/or earn 2 round trip JetBlue tickets by buying the most raffle tickets. \$50/ticket, only 300 available. Funds raised support Above the Clouds, a 501(c)(3) dedicated to bringing joy and hope to kids through the wonder of flight. Visit abovetheclouds.org/donate for more info.

# SEED Corporation Announces New Executive Director, Susan E. Murray

Sue has 30 years of experience in commercial and community banking. Before joining SEED, Sue served as Senior Vice President and Underwriting Manager for Business Banking with Citizens Financial Group. She has a goal oriented, forward thinking approach to lending, credit risk assessment and business development. Sue comes to

SEED with experience in all aspects of commercial lending including small business, commercial real estate acquisition and construction, SBA portfolio lending, management, relationship management, and leading high performing teams. In addition, Sue has been involved with many community organizations including serving as a volunteer mentor and trainer for Veterans Business Outreach Center of New England, the Center for Women in Enterprise, and the United Way of Massachusetts Bay. She has a Bachelor of Science in Business Administration from Bryant University in Smithfield, RI.

### Brockton Fair Returns June 28 - July 7

One of America's oldest fairs returns with thrilling rides, fireworks, demolition derby, live music, & more; located on Route 123, Belmont Street in Brockton. To learn more call 508-586-8000 or visit www.brocktonfair.net.

Schedule of events: nightly bands at 8:00pm, fireworks June 30, July 3, 4 & 7 at 10:45pm, demolition derby June 29, 30, July 3, 4, 6, 7 & 8 at 7:00pm.

Friday, June 29 | 5:00pm - midnight
Saturday, June 30 | 2:00pm - midnight
Sunday, July 1 | 2:00pm - midnight
Monday, July 2 | 5:00pm - midnight
Tiuesday, July 3 | 2:00pm - midnight
Wednesday, July 4 | 2:00pm - midnight
Thursday, July 5 | 5:00pm - midnight
Friday, July 6 | 5:00pm - midnight
Saturday, July 7 | 2:00pm - midnight
Sunday, July 8 | 2:00pm - midnight

### Platinum City Gaming After Hour Business Mixer 1st and 3rd Monday of Every Month

Starting June, 2019 from 5:00 pm - 8:00 pm every 1st and 3rd Monday of the Month, join Platinum City Gaming at 294 Winthrop Street in Taunton. Bumper cars, arcade, video game consoles, gaming PC, and a full bar. 50/50 raffle, proceeds go towards young adults pursuing education in the gaming industry. Visit platinumcitygaming.com for more information or call 774-501-2749.

### **Health Care Matters**

Sponsored by: Good Samaritan Medical Center

235 North Pearl Street, Brockton, MA 02301

508-427-3000

### www.goodsamaritanmedical.org

## **Good Samaritan Medical Center**

A STEWARD FAMILY HOSPITAL



### Good Samaritan Medical Center Earns an "A" Rating for Patient Safety for the Spring 2019 Leapfrog Hospital Safety Grade

Good Samaritan Medical Center Hospital, a Steward family hospital, was awarded an 'A' from The Leapfrog Group's spring 2019 Leapfrog Hospital Safety Grade. The designation recognizes Good Samaritan Medical Center Hospital's efforts in protecting patients from harm and providing safer health care. Good Samaritan Medical Center Hospital is part of Steward Health Care – the largest private, tax-paying physician-led health care network in the United States – which leverages technology, innovation, and care coordination to provide the highest quality care and safety in communities

where patients live.

"We are thrilled to receive an 'A' from the Leapfrog Group. This recognition reflects our commitment to delivering top quality care and keeping our patients safe every day," said Marisela Marrero, M.D., President of Good Samaritan Medical Center. "We could not achieve this without the unwavering dedication and collaboration of our entire team of physicians, nurses and staff. I congratulate the Good Samaritan team on this achievement and for their

ongoing focus on keeping our patients safe."

"To be recognized nationally as an 'A' hospital is an accomplishment the whole community should take pride in," said Leah Binder, president and CEO of The Leapfrog Group. "Hospitals that earn an 'A' grade are making it a priority to protect patients from preventable medical harm and error. We congratulate hospital leaders, board members, staff, volunteers and clinicians who work so hard to earn this A."

www.metrosouthchamber.com **ACTION Report June 2019** 

# **Membership Drive Kick-Off Meeting**





Friend Weiler, Consultant, Vice Chair of Membership Development addresses the room during the Membership Drive Kick-Off Meeting at Thorny Lea Golf Club in Brockton.

In anticipation of the Memebrship Drive, the Chamber recently held a Membership Drive Kick-Off Meeting

work across the region. at Thorny Lea Golf Club in Brockton for volunteer participants to learn about the benefits, incentives, and value of joining the Chamber during the month of June. As explained by Fred Clark, President at Bridgewater State University and Chair of the Board: The Metro South Chamber of Commerce is an extremely active chamber that is also firmly committed to improving the region by strengthening the business community and supporting economic

For the first time, the Chamber has mailed the latest Book for Business to every registered business in the Metro South Region (over 8,000 businesses), followed by a postcard invitation to join the Chamber.



We need your help! This is your opportunity to volunteer to help us strengthen the Chamber membership, win prizes, make new connections, improve vour communication skills. Have a great candidate in mind for membership or want more information on how you can participate? Call Marcy at (508) 586-0500 x 229.

Fred Clark, President at Bridgewater State University and Chair of the Metro South Chamber of Commerce

Board speaks on the importance of the Chamber's

# **Upcoming Member-Led Workshops at the Chamber**

### Greg Nanigian: "WHY PEOPLE BUY"

Wednesday, June 12 | 11:30 am - 1:30 pm Member Price: \$10; Non-Member Price: \$15

Topic: Greg Nanigian is an award-winning Sandler trainer, author, coach, and speaker. His columns on cutting-edge sales and business topics have appeared regularly in the Boston Business Journal. He has published over 50 articles and authored the book "Why People Buy", published by Sandler Training, the leading sales and sales management development firm. Harvard Business School has partnered with Sandler Training to incorporate the Sandler Methodology into their curriculum.

To register: visit the Chamber Calendar page at metrosouthchamber.com/ calendar-registration.

### Next Level Solutions: "It's Not That Hard: Putting Social Media to Work for Your Business"

Wednesday, June 19 | 1:00 pm - 2:00 pm

Price: Free!

Topic: Learn how to develop a social media strategy for your business using simple factors that you already know about your target audience.

To register: email Will Longwe, Digital Marketer & Web Designer at Next Level Solutions LLC at will@hitnextlevel.com

If you are a member that would like to host a workshop of your own, contact Lexi at AReinertson@metrosouthchamber.com or call (508) 586-0500 x 231. To learn more about these workshops, visits metrosouthchamber.com/events/ workshops.

# Call for Membership Drive: Volunteers & Prizes

This is an important time for the Metro South Chamber of Commerce as we focus on growing our membership. The membership campaign will culminate in a Membership Telephone Drive on Wednesday, June 5 & Thursday, June 6 at Stonehill College in Easton. Becoming a member of the Metro South Chamber provides your business opportunities to accelerate its growth. If you are interested



in participating in the drive and forming a stronger business community while expressing to others what Chamber membership has meant to you, please contact Marcy Venezia at (508) 586-0500 x 229, MVenezia@metrosouthchamber. com. For additional information, visit metrosouthchamber.com

### *Important Dates for Drive Volunteers*

- · Wednesday, June 26 Drive volunteers are invited to bring a membership prospect for free to an upcoming Business After Hours event! To register visit www.metrosouthchamber.com/calendar-registration
- June 5th / June 6th Call slots are 8:30am 12:00pm or 12:30pm 4:00pm call drive shift at Stonehill College. Breakfast & lunch will be provided.
- · Thursday, June 28 Deadline for new members to join and receive special membership drive benefits package.
- · Thursday, July 18 Membership Drive Wrap Up Party and After Hours at Connemara Senior Living Campello in Brockton.

### Prize Donations Needed; Gain New Potential Customers

The Metro South Chamber asks for your support in this valuable campaign by donating a prize to the 2019 Membership Drive. This is a simple way to promote your business, gain extra visibility and introduce your business to new, potential customers. Suggested donations include: gift certificates, savings bonds, bottles of wine/liquor, free passes to cultural or education events, tickets to concerts/sporting events, free ads, clothing, vacation getaways, promotional products (pencils, mugs, mouse pads), sports memorabilia and other traditional or creative prizes.

For your donation, you will receive recognition in upcoming Action Report Newsletters, recognition on the Chamber website (hundreds of views daily), the Chamber e-Update (sent to 4,200+ subscribers weekly), direct promotion to campaign volunteers, and listed as a sponsor/donor in press releases sent to our media outlets.

# 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 OVER \$1,000.00 IN PROMOTIONAL BENEFITS

FREE Member Listing in the Action Report newsletter (distributed to over 20,000) FREE Member Profile in Action Report newsletter, distributed through the Enterprise 2 FREE Listings in the 2020 Book for Business

FREE 2019 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 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

**FREE** business workshops

Health Insurance Opportunities, Energy Power Purchasing Program, And More!! (Base Rate is \$325 + \$5 per full time employee)

For more info or to set up an appointment contact Marcy for Membership! Call (508) 586-0500 x 229 or email MVenezia@metrosouthchamber.com. You can also find more information on our website at www.metrosouthchamber.com.

# Small Business & Entrepreneur of the Year Recognized at Fuller Craft with State Treasurer Goldberg



# Premier Sponsor:

# Bank of America Merrill Lynch

Media Sponsor:

# The Enterprise









MASSACHUSETTS



### **U.S. Chamber of Commerce Foundation**



MA State Treasurer, Deborah Goldberg

May is Small Business Month and the Metro South Chamber of Commerce held an extraordinary celebration at Fuller Craft Museum in Brockton. The morning began with a small business round table chaired by State Treasurer Deb Goldberg and Brockton Mayor, Bill Carpenter. Business owners from throughout the region shared perspective on topics ranging from marketing to financing of start-up and small businesses. Lunch featured a special panel coordinated by the U.S. Chamber of Commerce on the topic of wellness issues in the workplace.

Medical Doctor, Anton Bizzell moderated the panel with a representative from Blue Cross & Blue Shield of Massachusetts and Mayor Bill Carpenter participating. Bank of America senior commercial representative, Paul Anghinetti provided brief remarks and introduced State Treasurer, Deb Goldberg who announced a new small business/banking program designed to strengthen small businesses in Massachusetts. To participate in a Small Business Initiative Pilot Survey, visit www.surveymonkey.com/r/SBIP

The afternoon culminated with the naming of two small business owners, both of Canton, as the Small Business and Entrepreneur of the Year award recipients. See page 7 for information about Small Business of the Year, Immerse Agency; and Entrepreneur of the Year, LAUNCH.







Liz Zelnick and Nina Holien from the State Treasurers Office (photo courtesy of Marc Vasconcellos/The Enterpsie)



Members of our premier sponsor, Bank of America (photo courtesy of Marc Vasconcellos/The Enterprise)



Mayor of Brockton, Bill Carpenter



Anton Bizzell, M.D., The Bizzell Group, U.S. Chamber of Commerce Foundation Fellow.



Fred Clark, Bridgewater State University President.



Mayor Bill Carpenter @ Treasurer's Roundtable prior to the Small Business Awards at Fuller Craft Museum in Brockton.



Paul Anghinetti, Senior Vice President at Bank of America and Metro South Chamber of Commerce Board Member.



Julianne Bride, Blue Cross Blue Shield of Massachusetts



Fred Clark, Bridgewater State University President; Denise Lebica, Director at Fuller Craft Museum.



Small Business of the Year recupuent: Scott Selenow, Immerse

# ENTREPRENEUR OF THE YEAR



Mayor Bill Carpenter, City of Brockton; accepting on behalf of LAUNCH: George Durante, MassDevelopment, Greater Brockton Young Professionals; State Treasurer Deborah Goldberg; Paul Anghinetti, Bank of America; Chris Cooney, Metro South Chamber.

LAUNCH 45 Dan Road, Suite 18 Canton, MA 02021 (781) 739-3057 launchwebmarketing.com

# LAUNCH

In 2016, Diana Bagas saw a need for social media management for local businesses. She recognized that businesses

needed social media to be successful, but might be priced-out of similar services offered by larger marketing firms. She observed a lack of know-how with many businesses on how to have an impact with social media, and an unawareness of how cost-effective social media advertising is in comparison to more traditional advertising strategies.

She decided to open a business whose mission is to "provide affordable, high quality social media services to local businesses". The "LAUNCH effect" is Launch's unique approach to developing their services. According to Diana, they apply their "blog writing skills and techniques to social media post copywriting. This has resulted in a minimum 100% growth in clicks, impressions and engagement for our client's social media results".

LAUNCH also offers Facebook and/or Instagram advertising as part of their basic packages. This is unique to LAUNCH as this service as part of a basic package is uncommon and a differentiator benefitting local business customers. Diana's long-term goal for LAUNCH is to "provide heavily discounted or free services for non-profits". As a member of the Brockton Area Young Professionals, and a speaker at local businesses and workshops, Diana already has a head-start in connecting with the local community.

LAUNCH is committed to employing and providing "flexible, high paying jobs for mothers" in which they can fulfill their work on their own schedules from home, while earning competitive wages as freelancers creating blogging and social media content. Since LAUNCH started in 2016, the business has significantly grown in both revenue and number of employees. One full time employee was added in 2018 with two part-time positions added in 2019. To learn more, visit launchwebmarketing.com

# **U.S. Small Business Administration Funds Grants**

Announcement of 2019 Growth Accelerator Fund Competition

**SUMMARY:** The U.S. Small Business Administration (SBA) announces the 2019 Growth Accelerator Fund Competition, pursuant to the America Competes Act, to recognize the nation's most innovative accelerators and award them cash prizes they may use to fund their operations costs focused towards helping entrepreneurs apply for Government R&D funding. Prize competition applications consist of a brief twelve slide presentation and an optional two minute video.

**DATES:** The submission period for entries begins 12:00 p.m. EDT, June 10, 2019 and ends June 20, 2019 at 4:59 p.m. EDT. Winners will be announced no later than Fall 2019.

**To learn more, contact** John Williams, Office of Investment and Innovation, U.S. Small Business Administration, 409 Third Street, SW, 6th Floor Washington, DC 20416, accelerators@sba.gov.

### Makerspace Training, Collaboration, and Hiring (MaTCH) Pilot Competition

The SBA believes that existing makerspaces are uniquely positioned to help increase workforce development in U.S. cities. The MaTCH Pilot Competition seeks to address the job skills and placement gap faced by U.S. businesses by providing funding to create or expand programs within existing makerspaces that offer job-specific and soft skills training. The SBA will award up to \$1 million in total prizes to fund winning program proposals.

To enter, submit a business plan detailing qualifications, experience, and resources; the proposed training curriculum; the nature and length of the training/certification program. Deadline to apply: July 8, 2019. To learn more visit sba.gov/match.

# SMALL BUSINESS OF THE YEAR



Mayor Bill Carpenter, City of Brockton; Scott Selenow, Immerse Agency; State Treasurer Deborah Goldberg; Paul Anghinetti, Bank of America; Chris Cooney, Metro South Chamber of Commerce.

Immerse Agency 295 Turnpike Street, Suite 3L Canton, MA 02021 (781) 828-1133 immerseagency.com

# IMMERSE

Agency

Scott Selenow founded Immerse Agency in April 2013 with just his own laptop. With no outside investors or loans, the agency has

grown to employ five employees who have "built a core platform of campaigns that inspire, excite and amaze their clients and customers". With revenue and profit growth more than doubling each year, two more employees are anticipated to be added within months.

"At Immerse Agency we are fortunate to have a team that is sharp and innovative and who collectively strives to change the marketing norms. At the forefront of the movement is our belief that you don't advertise to consumers, you touch them; where they live, eat, work and socialize."

"Immerse Agency specializes in the development of multi-platform, multimedia marketing campaigns including media-planning & placement (TV, radio, digital, social, and print), public relations, graphics, web-development and more.

Immerse Agency's expertise is in the marketing of "traveling entertainment" clients and thus, they have toured with some of the most valuable treasures on earth. Examples include; the oldest known image of Jesus, the only authenticated pirate treasure ever discovered, relics preserved from Cleopatra's Royal Palace, and more". The results are astounding with more than 15 million event tickets sold at venues throughout the Unites States." Boston Business Journal recently named Immerse Agency CEO, Scott Selenow as one of its 40 under 40 business leaders in the greater Boston community.

Immerse Agency's values are focused on social and community betterment. The agency provides time and resources to local programs such as the Canton Food Bank, Pan-Mass Challenge, The Red Sox Foundation, and others. To learn more, visit immerseagency.com



# Eastern Bank Business After Hours in Brockton



Dan Donovan, Scott Stephenson, Joanne Schneider, Eastern Bank; Sue Murray, SEED Corp.; and Chris Cooney, MSCC.



Bill Carpenter, Mayor of Brockton.



Kim Davis, Keller Williams Realty; Joanne Schneider, Camille Baerga, and Nelia Arruda, Eastern Bank.

# **©**Eastern Bank

### JOIN US FOR GOOD®

The Chamber and Eastern Bank at 1265 Belmont Street in Brockton held a wonderful evening of networking on Wednesday, May 8 with delicious food courtesy of Georgio's in Brockton as well as custom hand-filled cannolis by Uncle Joey's Cannoli. Mayor Carpenter and members of Brockton City Council joined us in celebration of spring and Eastern Bank's Small Business Month. Photos courtesy of Rich Morgan Photography, visit flickr.com/metrosouthchamber view more. Visit metrosouthchamber. com/calendar-registration to keep up with future Business After Hours, opportunities to network, and other Chamber events!



Dan Donovan, Anna Clune, Nelia Arruda, Eastern Bank; and Lisa Holmes, SEED Corp.

**()**Eastern Bank

Dan Donovan, VP Business

Banking at Eastern Bank and

Lisa Holmes, SVP and Lending

Team Leader from SEED Corp.

held a Lunch & Learn to discuss the SBA 504 Loan Program on May 9th at the Chamber. The SBA 504 Program is a special

financing product that helps

companies buy fixed assets, such as a commercial property.

JOIN US FOR GOOD

# Ribbon Cutting at Brack's Grille & Tap, Brockton



The Chamber, joined by Mayor of Brockton, Bill Carpenter welcomed new Brockton restaurant Brack's Grille & Tap to Belmont Street recently.

Located within Michael's Plaza, owner Frank Brack says "Brack's is a casual sports bar and restaurant focused on service with a laid back atmosphere. The menu is upscale casual American Cuisine with Portuguese and International twists. Customers should

definitely expect great service and great value. The goal of the restaurant is value for the customers and high quality service. We like to call it upscale casual, with a fun, sporty atmosphere. We have 16 beers on tap, including a rotating selection of craft beers, along with some live acoustic music and trivia nights." Learn more at bracksgrilleandtap.com



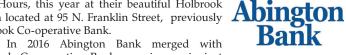
Brack's Grille & Tap, located at 1280 Belmont Street.



Owner, Frank Brack and his business partners join with Chamber president and CEO, Chris Cooney in celebrating the opening of the new Brack's Grille & Tap at the corner of Pearl Street and Belmont Street in Brockton.

# **Abington Bank Business After Hours in Holbrook**

For the 7th year, Abington Bank has hosted the Metro South Chamber of Commerce and members of the community for a delightful Business After Hours, this year at their beautiful Holbrook branch located at 95 N. Franklin Street, previously Holbrook Co-operative Bank.



Holbrook Co-operative Bank; merging again just

six months later with Avon Co-operative Bank. This year, Abington Bank announced another merge, this time with Pilgrim Bank. The combined bank now has \$600 million in assets and operates six full-service branches.

Andy Raczka, CEO gave away two pairs of Red Sox tickets as a door prize. Delicious catering provided by Abington Alehouse, photography courtesy of C&C Design Studio. Visit flickr.com/metrosouthchamber to view more photos.



Business After Hours at Abington Bank, 95 N. Franklin Street in Holbrook, May 22, 2019.



Lexi Reinertson, MSCC; Marni Dunton, Connemara Senior Living; Joseph Kennedy, General Contractors; Andy Raczka, Abington Bank.

### financing visit seedcorp.com or easternbank.com **Greater Brockton Young Pros Hold Event**

Participants included Real Estate Brokers, Attorneys, Consultants, and Business Owners. To learn more about SEED Corp. or Eastern Bank small business

Eastern Bank & SEED Corp. Offer Advice



Dan Donovan, Eastern Bank and Lisa Holmes, SEED Corp. leading

the room in discussion of requirements to qualify for an SBA 504.

George Durante, MassDevelopment, Greater Brockton Young Professionals, interviews Broctkon Beer Company partners at Fuller Craft Museum.

Greater Brockton Professionals recently held a reception at the Fuller Craft Museum. Brockton Beer Company sponsored the event. Several of the companies owners were on hand and were interviewed and highlighted plans for a site in Brockton where beer and music would combined to provide entertainment for residents of Brockton and the Metro South region. To learn more, visit facebook.com/GBYPs.



Business After Hours at Abinaton Bank, 95 N. Franklin Street in Holbrook. May 22, 2019. Catering by Abington Alehouse



Business After Hours at Abinaton Bank, 95 N. Franklin Street in Holbrook. May 22, 2019.

www.metrosouthchamber.com **ACTION Report June 2019** 

# MEMBER Profile - Boys & Girls Clubs of Metro South Community College Dean Meets with Chamber

Boys & Girls Clubs of Metro South 233 Warren Avenue Brockton, MA 02301 www.bgcmetrosouth.org



OF METRO SOUTH

Year Established: 2019

Products or Services: After-School, Weekend, and Summer Youth **Enrichment Programs** 

Number of Employees: 80

What is unique or special about your firm and the products and services you offer? Quality, safe, affordable out-of-school-time programs for the youth in our region most in need.

What is your market area? The Greater Metro South region - Brockton, Taunton, and surrounding cities in Plymouth, Bristol, and Norfolk Counties.

What markets do you serve? Greater Brockton, Greater Taunton and surrounding cities/towns

Please list awards, honors, or special recognition your firm has received: 2019 National Programming Merit Award from Boys & Girls Clubs of America for the top Athletics & Recreation youth enrichment program in the country - Next Level Football College Prep Program.

What is your main business objective concerning your customers/the business community? To provide life-changing programs that set youth on the path to great futures by supporting their academic success, pursuit of health lifestyles, and character and leadership development.

Anything additional we should know about your company? Boys & Girls Clubs of Metro South was formed in 2019 through the merger of the Boys & Girls Club of Brockton (founded in 1990) and the Boys & Girls Club of Taunton (founded in 1902) in order to bridge service gaps in the Metro South region. Our merge takes effect July 1, 2019.

# Grow Your Business with SBA at the Chamber 6/26



New SBA representative for the region, Susan Lourie, Business Opportunity Specialist, Massachusetts District Office; Chris Cooney, Metro South Chamber of Commerce CEO.

New SBA representative for our region, Susan Lourie recently met with Chamber President & CEO Chris Cooney regarding the SBA and SCORE.

On June 26 from 9:00 am - 10:30 am, the SBA Massachusetts District Office will offer an Introduction to SBA Programs infosession at the Chamber, located at 60 School Street, Brockton.

"This session will provide information on the various Small Business Administration (SBA) programs and services available for start-up and existing businesses. Learn how the SBA can assist in starting and growing your business. General information will be provided on the following programs and services: Resource Partners; Government

Contracting Opportunities; Business Funding & Grants; International Trade or Exporting; and Disaster Recovery.

Come to this information session and learn more how your business can benefit from SBA's free or low-cost programs and services.

SBA's cooperation does not constitute or imply endorsement of any opinions, products, and/or services. All SBA programs are extended to the public on a non-discriminatory basis." To register, visit bit.ly/2Moifka or call the Lexi at the Chamber at (508) 586-0500 x 231.



Massasoit Community representatives recently visited with Chamber CEO, Chris Cooney at the Metro South Chamber offices in Brockton. Massasoit is conducting a community engagement study in preparation of a comprehensive review and planning process. Discussion focused on community engagement and impact of various college programs and initiatives within the city and the Metro South region. To learn more about Massasoit Community College visit massasoit.edu

Paul Key, Associate Director of Community Education, and Donna Wright, Interim Dean of Business & Technology, Massasoit Community College; Chris Cooney, Metro South Chamber of Commerce CEO.

# **Citrin Cooperman Accountants and Advisors**

Citrin Cooperman recently a reception and launch celebration at Thorney Lea Golf Club in Brockton. The company recently merged Sharkansky CPAs into the firm and held a Brockton reception to greet new and existing clients. Ken Kirland, Managing Partner of the Citrin Cooperman Braintree Office, and several partners were on hand to provide insight into the expanded business and the extensive services now available. To learn more visit citrincooperman.com



Jay Pike, CPA, Howard Spiller, CPA, Ken Kirland, Managing Partner of Braintree Office, all partners at Citrin Cooperman; and Chris Cooney, Metro South Chamber of Commerce CFO

# **New Construction & Development throughout Brockton**



New construction at corner of Montello Street and Lawrence Street in Brockton; Atlantic Shipping.



New automobile service center, Belmont Street, Brockton



New 24-unit apartment building; near Brockton Center Rail.



121 Main Street in Brockton, to be new mixed-use property.

### 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** 

# **AMBASSADOR** *Initiative* - Joanne Schneider

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, member-to-member support, increase awareness, and promote active participation in Chamber programs and services. The Ambassador Team ensures that the Chamber is responsive to the needs of its members through personal contact and networking. Contact a member of the Ambassador Team to learn how Chamber Membership has worked for them. To learn more about becoming an Ambassador, contact Kayla May at (508) 586-0500 x 221 or email KMay@metrosouthchamber.com.

### Metro South Chamber of Commerce Ambassador Team

\*Ambassador Chair Joanne Schneider, Eastern Bank Brenda Carrens, OCES Mark D'Agostino, D'Agostino Insurance Steve Damon, Jack Conway Real Estate Marni Dunton, Connemara Senior Living Richard Hooke, Cresent Credit Union Karen Lai-Fook, Victory Human Services Al Lawrence, Capital Lease Group Katherine Light, Envision Bank Reiko McNeil, Bridgewater Savings Bank Penny Ramseyer, ADT Protection1 Victor Silva, Servpro





Joanne Schneider AVP-Branch Manager Eastern Bank 276 Quincy Street Brockton, MA 02302 (508) 427-9412

www.easternbank.com



M

В

A

S

S

A

D

0

R

your role?
I joined the Ambassador team 7
years ago and I am currently the
Chair of the Ambassadors for the
last 3 years.

How has this involvement in the community benefited you or your business?

How long have you been a member

of the Ambassador Team? What is

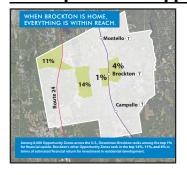
My role as an ambassador has benefited me and my business in many ways. I have made many friends at the networking events and it has given me the opportunity to network with other business owners and gain new relationships, which in turn has allowed me to offer Eastern Bank's products and services to help them grow. I have

also gained more knowledge in what is going on in the communities where we live and work.

What is your favorite annual Metro South Chamber event, why? I honestly could not pick one favorite, as I find Metro South Chamber to be a very active in the community and whether it is a breakfast, a luncheon, the Taste (which is definitely a favorite) or an afterhours, each event I attend, I meet new people and learn more about various business's in the community and always have a fun experience.

Would you recommend volunteering to be an ambassador? What would you say to someone who is interested in becoming an ambassador? I would recommend becoming an Ambassador, because you meet and work with a lot of great people. It allows you to have a bigger audience to showcase your business, it keeps you up to date with what's going on in the community and the people that work at Metro South Chamber and the Ambassador team have a great working relationship and a lot of fun.

# **Developer Tour of Opportunity Zones in Brockton**



Join LOCUS Massachusetts and the City of Brockton for a LinkUP event exploring unique opportunities in the Brockton development landscape on Thursday, June 20 from 8:00 am - 1:00 pm, meet at the Metro South Chamber of Commerce, 60 School Street in Brockton. Space is limited, register now.

Hear from representatives of LOCUS and Brockton about the city's Opportunity Zone real estate development opportunities. Learn from

experts describing how you can access stackable state and federal incentives and help Brockton grow.

Among 8,000 Opportunity Zones across the U.S., Downtown Brockton ranks among the top 1% for financial upside. Brockton's other Opportunity Zones rank in the top 14%, 11%, and 4% in terms of estimated financial return for investment in residential

development.

This event will include a walking tour highlighting key parcels available for smart growth development solutions, as well as lunch and networking. Please contact LOCUS MA Director Elijah Plymesser to register or with any questions or dietary restrictions at eplymesser@locusdevelopers.org

# **Concord Square Group Presents to Chamber BOD**



Ted Carman, Concord Square Planning & Development, Inc. shows Brockton Development presentation to Metro South Chamber of Commerce Board of Directors.



Ted Carman of Concord Square Group recently presented an update on two development projects in Brockton including a hypothetical build-out demonstrating what Brockton could look like in the next 10 years and beyond. Ted is involved with guiding both projects toward the construction phase. To learn more, visit concordsqdevs.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



FOR THE LIFE OF YOUR BUSINESS

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

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 the month...

June 11: Connect with Customers Through Video

June 13: Understand Basic Financial Statements to Better Your Business

June 20: Power Up Your Brand with Promotional Products

June 27: Facebook is Falling-Crucial Marketing Strategies You Must Activate Now

# **SCORE Ambassador Meeting**



SCORE Ambassadors and Partners met at Quincy

SCORE, a division of the U.S. Small Business Administration (SBA) recently held a meeting of SCORE partner organizations southeastern from throughout Massachusetts. Peter Godfrey? and Rod Clark of SCORE hosted the meeting at Quincy City Hall. The Round Table discussion focused on various services and programs planned for the coming year.

Chamber CEO, Chris Cooney participated in the event and provided support of the SCORE program. The Metro South Chamber of Commerce has hosted a SCORE chapter for more than 40 years. All businesses and people with ideas for a business can receive free assistance by contacting the SCORE office or the Chamber. Call (508) 587-2673 or go online to sema.score.org to request a free and confidential mentoring session.

# 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!

Allegra Design Marketing Print BANG - Brockton Area Networking Group Banner Environmental Services Inc. **Barbour Corporation** Baynes Electric Supply Co., Inc. Brewster Ambulance Bridgewater Savings Bank Brockton Day Nursery Comeau & Kelly Construction, Inc Duval's Pharmacy Inc. First Evangelical Lutheran Church HarborOne Bank

Italian Kitchen Jack Conway & Company, Inc. JJ's Caffe John DeCosta Jr., Inc. Lock & Security Lion Labels, Inc. Mechanics Cooperative Bank Peppercorns Cafe & Catering R.F. D'Agostino Insurance Agency Spilldam Environmental, Inc. Stonebridge Cafe Sulmonte & Frenier, LLP Victory Human Services

### **WELCOME** New Members

### Reinvesting in Our Community

Above the Clouds

Ms. Martha Oberstein 125 Access Road Norwood, MA 02062 (617) 610-5227 www.abovetheclouds.org Non-Profit

Connect Pay USA

Ms. Sheila Souviney 10 Lincoln Road, Suite 110 Foxboro, MA 02035 (401) 477-0858 www.connectpayusa.com Payroll Services

D.E. Dupie, LLC Ms. Esther Dupie 36 Andover Street Brockton, MA 02302 (857) 413-9007 Energy Management

To Join the Chamber contact Marcy for Membership (508) 586-0500 x 229 MVenezia@metrosouthchamber.com

### The New Book for Business is Here!



Look out for the Chamber of Commerce 2019 Book for Business & Quality of Life Guide! The book features area dining, lodging, public golf courses, recreation, legislative leaders, regional and economic data, and a complete membership listing. The book also includes a full color map of Metro South and highlights hotels, golf courses, industrial parks, and other points of interest.

For the first time, over 9,000 copies of the Book are being distributed to every registered business within the Metro South region, as well as to all Chamber members, banks, real estate offices, town halls, area colleges, libraries, legislators, and sent to all relocating businesses

and families interested in the Metro South area.

For more information on the Book for Business, contact Director of Communications, Emma Stratton at (508) 586-0500 x 222 or email estratton@ metrosouthchamber.com. To view last year's book, visit metrosouthchamber. com/news-media/book-for-business.

### **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

bridgewaterbiz.biz for more information. community they serve. Visit

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

EBBA 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 Industrial Park Association 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.com 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.

### **Budge It Drains, Inc.**

### Fronto King, LLC

### Greg Nanigian & Associates, Inc.

### **LeaalShield**



571 Elm Street, Unit B, Bridgewater • (781) 351-2088 www.budgeitdrains.com



22 Court Avenue, Brockton • (617) 282-6100 www.frontoking.com

# & Associates, Inc. Authorized Licensee

400 Washington Street, #302, Braintree • (781) 848-0993 www.gnatraining.sandler.com



17 Prospect Street, Stoughton • (718) 679-1386 www.cherylmiller.wearelegalshield.com

Budge It Drains has been providing high-quality drain Fronto King is 100% natural tobacco leaf, unlike other cleaning and video pipe inspection services since 2013. Our family-owned and -operated business offers synthetic/homogenized sheet papers. Checked for professional, experienced, and friendly service. We from years of experience and learning which tobacco from years of experience and learning which tobacco respond to your inquiry within an hour. We treat you leaves make for a fine smoke and which ones fall short like family throughout the process. Call us today for your FREE estimate.

methodology enables salespeople to engage prospects and exchange information with them in an honest, organized, and non-manipulative manner that serves the best interests of both parties. We offer sales solutions specific to your needs: Śmall to mid-sized business or enterprise organizations; Sales management solutions for sales team managers; Leadership solutions for company management; Sales team hiring and recruiting solutions; Employee assessments; and More.

Sandler-trained salespeople are different. Our selling Protect your family, your business, and your personal identity with simple, comprehensive coverage from LegalShield and IDShield. We're taking legal representation and making some revisions — in the form of accessible, affordable, full service coverage. Finally, you can live life knowing you have a law firm in your back pocket who, at the same time, isn't emptying



# 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 lan Pro, Loan Builder, Microsoft Office, and more

EDUCATION: Workshops include OuickBooks, Writing a Business Plan, SEED Commercial

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



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

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









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

The region features top notch education, including three institutes of higher education, receptional 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 Organ For more info, contact the Metro South Chamber of Commerce, 508.586.0500 • www.metrosouthchamber.com



# **BUSINESS EVENTS** Planner

### June 21

### ATHENA Award Luncheon

12:00 pm - 1:30 pm **Barrett's Conference Center** 

674 West Center Street, West Bridgewater

Join the Chamber for an afternoon of awards and networking

Members: \$39 Non-members: \$49 Register online: metrosouthchamber.com/calendar

### June 26

### **Business After Hours**

5:00 pm - 7:30 pm **Bridgewater Savings Bank** 

756 Orchard Street, Raynham

Join the Chamber for an evening of networking Memhers: \$ Free Non-members: \$ Free

Register online: metrosouthchamber.com/calendar

### July 18

### **Business After Hours**

4:30 pm - 6:30 pm **Connemara Senior Living Campello** 

25 E. Nilsson Street, Brockton

Join the Chamber for an evening of networking.

Members: \$ Free Non-members: \$ Free

Register online: metrosouthchamber.com/calendar

### July 25

### **Business After Hours**

5:00 pm - 7:30 pm

**Water Pointe Luxury Condominiums** 

8 Island Court, Easton

Join the Chamber for an evening of networking.

Members: S Free Non-members: \$ Free

Register online: metrosouthchamber.com/calendar

### August 14

### **Summer After Hours** w/Crescent Credit Union

5:00 pm - 7:30 pm **Queset Garden** 

Join the Chamber for an evening of networking.

Members: \$ Free Register online: metrosouthchamber.com/calendar

11:45 am - 1:30 pm

Join the Chamber for a brunch edition of our business breakfast program.

Members: \$25 Non-members: \$35 Register online: metrosouthchamber.com/calendar

### September 19

### **Business After Hours**

5:00 pm - 8:00 pm **Wood Palace Kitchens** 7 Mill Street, Middleboro

Join the Chamber for an evening of networking.

Members: \$ Free Non-members: \$ Free Register online: metrosouthchamber.com/calendar









www.BuyBrockton.org

53 Main Street, North Easton

Non-members: \$ Free

### September 18

### **Good Morning Metro South**

**Location TBA**