



**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.



MA Lieutenant Governor  
Karyn Polito  
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Mayor Moises Rodrigues  
City of Brockton  
Page 6



Michael A. Tyler, CFA  
Eastern Bank Wealth Mgt.  
Page 6

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## Meet Your Elected & Selected Officials on October 3rd in Easton

Thursday, October 3 | 5:00 PM - 7:30 PM | Donahue Hall, Stonehill College, 320 Washington Street, North Easton

**LEGISLATIVE RECEPTION**  
OCT 3, 2019  
DONAHUE HALL, STONEHILL COLLEGE, NORTH EASTON  
5:00 PM - 7:30 PM  
Hosted by: STONEHILL COLLEGE  
Sponsored by: Crescent Credit Union  
An opportunity for business leaders, elected officials, and candidates for public office to connect.

You are cordially invited to attend the 30th Annual Legislative Reception, a casual event at which business leaders, elected officials, and candidates for public office can discuss important issues while enjoying complimentary refreshments and hors d'oeuvres. It will take place at **Stonehill College's Donahue Hall**, located at 320 Washington Street in North Easton.

As a member of the Metro South Chamber, your organization has a vested interest in fostering stronger relationships with local officials. *Continued on page 2.*

**Officials Confirmed to Attend:**

<b>Craig Barger</b> Town of Easton	<b>Robert Creeden</b> Clerk of Courts	<b>Dennis Gallagher</b> Town of Bridgewater	<b>Marc Lamb</b> Town of Easton	<b>Brockton Mayoral Candidate</b>
<b>Anne Beauregard</b> Brockton City Council	<b>Claire Cronin</b> State Representative	<b>Shawn George</b> Town of Bridgewater	<b>Frank Lynam</b> Town of Whitman	<b>Bob Sullivan</b> Brockton Mayoral Candidate
<b>Thomas Brussard</b> Town of Easton	<b>Timothy Cruz</b> District Attorney	<b>Lisa Green</b> Town of Whitman	<b>Joseph McDonald</b> Plymouth County Sheriff	<b>Timothy Sullivan</b> City of Brockton
<b>John Buckley</b> Register of Deeds	<b>William Driscoll Jr.</b> State Representative	<b>Robin Grimm</b> Town of Stoughton	<b>Susan Nicastro</b> Brockton City Council	<b>Kimberly Williams</b> Town of Bridgewater
<b>Suzanne Bump</b> State Auditor	<b>Dottie Fulginiti</b> Town of Easton	<b>Jack Lally</b> Brockton City Council	<b>Jimmy Pereira</b>	<i>and more...</i>

## Teen Challenge Hosts Chamber's 106th Annual Meeting at New Multi-Use Facility

**106th ANNUAL meeting**  
November 20, 2019



Bill Cummings

**106th Annual Meeting Luncheon**  
12:00 pm - 1:30 pm

**Premier Sponsor:** **Crescent CREDIT UNION**

**Supporting Sponsor:** **UMASS DONAHUE INSTITUTE**

We invite you to join over 400 business people and community leaders to celebrate businesses working together for the future of the Metro South Region at our 106th Annual Meeting!

This special event will feature keynote speaker Bill Cummings, a billion-dollar philanthropist and author of *Starting Small and Making it Big*. There will be award presentations, fun raffles, valuable networking opportunities, and extraordinary giveaways for each attendee.

Tickets are \$100 for members and \$135 for future-members. To reserve your ticket now, please visit [metro-south-chamber.com/calendar](http://metro-south-chamber.com/calendar). *Continued on page 5.*



**BUSINESS-2-BUSINESS EXPO**

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

Explore products and services of value to your business and make profitable contacts. Over 40 exhibitors are expected. Be sure to

make time before or after the Annual Meeting to visit the Expo. It is free to walk the floor, but please register in advance.

**Reserve Your Booth Space!**

Expand your business and reach over 500 people at the Business-2-Business Connection Expo. The Expo was designed as a personal table top Expo for local businesses to share their products and services.

Tables are \$499 for members and \$599 for future-members. Luncheon tickets must be purchased separately. Space is limited and will be reserved on a first come-first service basis.

**Expo Tables are going fast!**

**Expo Sponsor:**



## Housing, Mixed-Use, Growth, and Development October 17 at Thorny Lea



The Chamber is partnering with the New England Real Estate Journal to bring you the Metro South of Boston 2019 Summit on Thursday, October 17 at Thorny Lea Golf Club, featuring two panels discussing topics such as Opportunity Zones, new housing and redevelopment, transportation and improving infrastructure, and building the future of the Metro South region. Regional Leaders participating include:

- Bridgewater State University
  - MA Housing Partnership
  - Capstone Communities LLC
  - Newmark Knight Frank
  - Donahue Associates
  - Rockland Trust
  - New England Construction Co.
  - Trinity Financial
  - Fronto King
- Continued on page 2.*

## October Chamber Brunch Showcasing Brand New Museum to the Region

The October 23rd Good Morning Metro South will be held at the newest attraction to the region, the Museum of Family Prayer (518 Washington Street, North Easton), an extended exhibit of the Father Peyton Center located on the Stonehill College campus. Don Wilson, founder of Prospecting Intel, will explain how to maximize opportunity by referral in an entertaining and interactive presentation. *Continued on page 2.*



## Brockton Mayoral Candidates at Legislative Reception

Thursday, October 3 | 5:00 PM - 7:30 PM | 320 Washington Street, North Easton



The Metro South Chamber Legislative Reception is an excellent and cost-effective way for you, your key staff, and colleagues to initiate or renew face-to-face contacts at the state, federal, and local level. We encourage you to participate and support the unified voice of the Metro South Chamber of Commerce. *Both remaining candidates for Mayor of Brockton will be in attendance.*

Sponsor:



Host:



STONEHILL COLLEGE

## Economic Impact of New Regional Museum

Wednesday, October 23 | 11:45 AM - 1:30 PM | 518 Washington Street, North Easton



good morning

Metro South



Wednesday, October 23, 2019

Sponsor: at Museum of Family Prayer



Don Wilson, Prospecting Intel, LLC

Join us **Wednesday, October 23, 2019** for a special brunch edition of Good Morning Metro South, hosted at the brand new **Museum of Family Prayer, located within the Holy Cross Ministries' Father Peyton Center on the Stonehill College campus in North Easton.** This event is sponsored by Rockland Trust.

The brand new Museum of Family Prayer, an extended exhibit of the Father Peyton Center located on Stonehill College's campus showcases "a contemporary, unique experience of family prayer. The Museum of Family Prayer engages people in the world prayer traditions, the history of prayer, and the inspiring story and legacy of Venerable Patrick Peyton, who founded Holy Cross Family Ministries." Visit [museumoffamilyprayer.org](http://museumoffamilyprayer.org) for more info.

"Don Wilson, founder of Prospecting Intel, will explain how to maximize opportunity by referral. Don's entertaining and interactive presentation will help your networking activity to create new opportunities for yourself AND the people in your group. You will have fun discussing how to **ACTIVELY PROSPECT** new business by using a simple **AGENDA** while also discovering more effective ways to **BUILD REFERRAL BUSINESS** within your network. Enjoy helping each other succeed, and **CHOOSE** to be busy today!" To learn more about the October Good Morning Metro South program, visit [www.metroouthchamber.com/events/gmms](http://www.metroouthchamber.com/events/gmms).

## Housing, Mixed-Use, Growth & Development 10/17

Wednesday, September 18 | 11:45 am - 1:30 pm | Thorny Lea Golf Club | 159 Torrey St., Brockton



Clark Ziegler,  
Massachusetts  
Housing Partnership



Fred Clark,  
Bridgewater State  
University



Kim Sluter, New  
England Construction



Tyler McGrail,  
Newmark Knight  
Frank



Edmund Tucker,  
Fronto King



Jason Korb, Capstone  
Communities LLC.



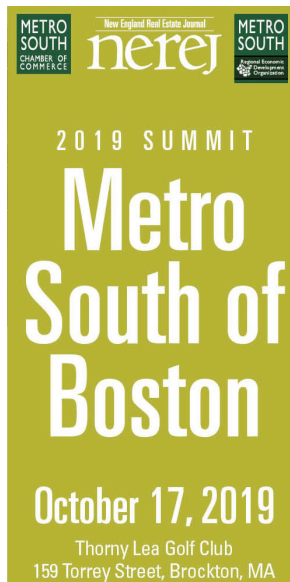
Jim Keefe, Trinity  
Development & Mgt.



Gerry Nadeau,  
Rockland Trust



Mark Donahue,  
Donahue Associates



Host:



Rockland Trust President, Gerry Nadeau; Director of Business Development at New England Construction Co., Inc., Kimberly Sluter; James Keefe, Principal, Trinity Financial; and Edmund Tucker, Fronto King CEO.

Registration is required for this event. Early bird registration rate is \$79 and includes breakfast plus time for networking. Register now, tickets for this event will sell out. Sponsorship opportunities are available. To register or for more information, contact Lexi at call (508) 586-0500 x 231.

### Session I

**DRIVING ECONOMIC GROWTH**  
through Innovative Suburban Development  
9:00 am - 10:00 am

### Session II

**FINANCING DEVELOPMENT**  
Is Driving Business to Metro South  
10:00 am - 11:00 am





## BOARD OF DIRECTORS

## DIRECTORS

## OFFICERS

Chair of the Board  
**Fred Clark, Esquire**  
*Bridgewater State University*

President and CEO  
**Christopher Cooney, CCE, MPA**  
*Metro South Chamber of Commerce*

Chair-Elect  
**Joseph Casey**  
*HarborOne Bank*

Treasurer  
**Gregory Hart, CPA**  
*Summer St Financial Advisors LLC*

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**Pat Ciaramella**  
*Old Colony Planning Council*

Vice Chair Government Affairs  
**Ray Ledoux**  
*Brockton Area Transit Authority*

Vice Chair Community Affairs  
**Mahsa Khanbabai, Esquire**  
*Khanbabai Immigration Law*

Vice Chair Membership Development  
**Friend Weiler**  
*Consultant*

Immediate Past Chair  
**Gerry Nadeau**  
*Rockland Trust*

Paul Anghinetti - Bank of America

Joe Cardinal - National Grid

Michele Cinquegrano - Verizon

Todd Copeland - Copeland Auto Group

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

Nelson Fernandes - JJ's Caffee

Rick Fisher - Bridgewater Savings Bank

Gena Glickman - Massasoit Community College

Kim Hollon - Signature Healthcare

Richard Hynes - Barbour Corporation

Chuck Jones - Harbor Health

Marisela Marrero - Good Samaritan Medical Center

Jeni Mather - J.M. Pet Resort

Matthew Osborne - Eastern Bank

Jonathan "Jay" Pike - Citrin Cooperman

Andrew Racza - Abington Bank

Albert Senesie - Victory Human Services

Kathleen Smith - Brockton Public Schools

George Spiliotis - Crown Linen

Lisa Stratton - The Enterprise

Peter Vlaco - Brophy & Phillips Company, Inc.

## CHAMBER STAFF

(508) 586-0500

Front Desk x 221

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

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

**Emma Stratton**  
 Director of Communications x 222

**Lexi Reinertson**  
 Membership, Programs & Events x 231

**Kayla May**  
 Member Engagement 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.

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The Metro South Chamber of Commerce is solely responsible for the editorial content of this publication.

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

## CHAMBER Calendar

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

## October

- 3** **30th Annual Legislative Reception** 5:00 pm  
*Donahue Hall, Stonehill College, 320 Washington Street, North Easton*
- 8** **Executive Board Meeting** 3:00 pm  
*at the Chamber, 60 School Street, Brockton*
- 9** **Ambassador Meeting** 8:00 am  
*Downstairs Conference Room at the Chamber, 60 School Street, Brockton*
- 9** **"Guaranteed Dollar for Dollar Grant Talk"** 12:00pm  
*Workshop at the Chamber, led by Greg Nanigian, GNA*
- 17** **Metro South of Boston 2019 NEREJ Summit** 8:00 am  
*Thorny Lea Golf Club, 159 Torrey Street, Brockton*
- 18** **"OSHA 10 Hour General Industry"** 9:00 am  
*Workshop at the Chamber, offered by Massasoit Community College*
- 22** **"Business Writing"** 9:00 am  
*Workshop at the Chamber, offered by Massasoit Community College*
- 23** **Good Morning Metro South: Brunch Edition** 11:45 am  
*New museum: Museum of Family Prayer, 518 Washington Street, N. Easton*
- 24** **"When Your Brand is Tested by Crisis"** 9:00 am  
*Workshop at the Chamber, led by Ball Consulting Group, LLC*
- 29** **"Is Your Business Positioned to Remain Your Business?"** 1:00 pm  
*Workshop at the Chamber, led by Concord Wealth Management*
- 30** **Board of Directors Meeting** 12:00 pm  
*Downstairs Conference Room at the Chamber, 60 School Street, Brockton*

## November

- 6** **Ambassador Meeting** 8:00 am  
*Downstairs Conference Room at the Chamber, 60 School Street, Brockton*
- 7** **Business After Hours @ Romm Diamonds** 5:00 pm  
*1280 Belmont Street, Brockton*
- 12** **"Coping with Grief During the Holiday Season"** 9:00 am  
*Workshop at the Chamber, led by Renz Counseling*
- 14** **SEED Corp. Small Business Workshop Series** 9:00 am  
*Workshop at the Chamber, led by SEED Corporation*
- 20** **106th Annual Meeting & Expo** 10:30 am  
*Teen Challenge Multipurpose Auditorium, 1315 Main Street, Brockton*

## December

- 13** **Good Morning Metro South: Breakfast** 7:30 am  
*Good Samaritan Medical Center, 235 N. Pearl Street, Brockton*
- 18** **Board of Directors Meeting** 12:00 pm  
*Downstairs Conference Room at the Chamber, 60 School Street, Brockton*

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 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 week of each month, from 9:00 am - noon.

**October 23, 2019**

**November 27, 2019**

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

### Fuller Craft Museum Current Exhibitions: "Human Impact: Stories of the Opioid Epidemic" September 28 - May 3, 2020

*Human Impact: Stories of the Opioid Epidemic* brings together eleven artists working in craft-based media to explore the consequences of the opioid crisis through the lens of those who have been deeply impacted. To inform the creative process, the invited artists participated in substance use training by High Point Treatment Center, and then

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

Sponsored by: Good Samaritan Medical Center

met with affected families for intimate conversations about their experiences with opiates. These informative actions were designed to inspire the commissioned works exhibited at Fuller Craft. Fuller Craft joins with several organizations for Human Impact: Stories of the Opioid Epidemic, including the Plymouth County District Attorney's Office, Brockton Hospital, High Point Treatment Center, and Stonehill College. Visit [fullercraft.org](http://fullercraft.org) to learn more.

### Shoe City Festival & Community Event 10/5

The Mayor's Office will showcase Brockton's cultural wealth through art installations made out of SHOES on October 5 from 12pm-6pm at Sycamore Grove. Call Andrea Burton (508) 897-6813 Brockton Garden Club 90th Anniversary

### Towerfest 2019 at D.W. Field Park, October 12

Visit D.W. Field Park on Oak Street in Brockton on October 12, 11AM-4PM for Towerfest! Activities include a reptile show, story telling, live music, birds of prey show, balloon man, free pony rides, and craft & face painting raffle. Hosted by D.W. Field Park Association, parking is available at the Annunciation Greek Church, shuttle from church to park. For more information email [dwfieldpa@gmail.com](mailto:dwfieldpa@gmail.com)

### Brockton Nature Festival, October 19

Wildlands Trust will be hosting the Brockton Nature Festival to celebrate the grand reopening of Stone Farm and promote the community groups who are helping to make Brockton a vibrant and

healthy city. This FREE, all-ages event will run from 10:00 am - 1:00 pm on the Torrey Street baseball field. Enjoy nature walks on the Stone Farm trail system, delicious foods from C&J Soul Food, nature crafts for kids, interactive displays by the Brockton High School Envirothon team, demos and games with Merrell Footwear, and much more! Visit [bit.ly/2oxIR6l](http://bit.ly/2oxIR6l) to learn more.

### Brockton Symphony Orchestra: Starry Night, Celestial Light, October 20

Brockton Symphony Orchestra's 72nd season beings with a shimmering evocation of Scandinavia's northern lights, the dazzling sparkle of Paris, and the warmth of the German firmament. "The concert features Vasconcellos Youth Competition winner, Katherine Liu, who will astonish you with her masterful interpretation of Saint-Saëns' fiery Second Piano Concerto!" Tickets in advance: \$20 adults, \$15 for seniors, free for children and students. Visit [brocktonsymphony.org](http://brocktonsymphony.org) for details.

### Bridgewater State University's Fall Musical

Bridgewater State University's theater company presents a fall musical, *Urinetown*. "Audiences can't hold in their laughter for this uproarious and challenging satire of politics, ecology, and rebellion! In a world where water has become the scarcest element, everyone but the privileged few must pay to use the bathroom. Led by the idealistic Bobby Strong, the revolting rabble of *Urinetown* rises up against the tyrannical Caldwell B. Cladwell and his corporation, the *Urine Good Company*." Starting Friday, October 25th at 8:00pm, visit [bsutix.universitytickets.com](http://bsutix.universitytickets.com) for ticket sales.

### Brockton Rox & Roll Food Truck Festival 10/26

Visit Campanelli Stadium in Brockton from 3-7PM on October 26 for the 2019 Brockton Rox and Roll Food Truck Festival! There will be live music by the Jake Ash Band, as well as vendors from Mom on the Go Authentic Grilled Cheese, Ellie's Treats, Nicolena's Cheeecake Truck, South Shore Taco Guy, Shovel Town Brewery, and more! Food truck and vendor space still available, contact Kim McCarthy to participate (508) 559-7009.

### Brockton Redevelopment Authority Public Meeting @ Chamber, November 6

"Please join us for a public meeting in which Harriman will conduct a presentation to adopt a CSX Urban Revitalization Plan to the BRA Board of Directors on behalf of the BRA's Citizen Advisory Committee (CAC). Wednesday, November 6 from 3:30 pm - 5:00 pm at the Metro South Chamber, downstairs conference room. Call BRA for additional info: (508) 586-3887.

### Christo's/Massasoit Conference Center Redevelopment Study Completed by UMass Donahue Institute

The Chamber engaged the Economic and Public Policy Research group at UMDI to provide a market analysis regarding potential redevelopment options for the former Christo's restaurant and the recently closed Massasoit Conference Center, a site on two adjoining parcels in the eastern part of Brockton. The study was completed by Branner Stewart, AICP along with Gail Waterhouse and Mike McNally. Visit [www.metroouthchamber.com/resources/studies](http://www.metroouthchamber.com/resources/studies) to view and download the study.

## Health Care Matters

Sponsored by: Good Samaritan Medical Center

235 North Pearl Street, Brockton, MA 02301

508-427-3000

[www.goodsamaritanmedical.org](http://www.goodsamaritanmedical.org)

**Good Samaritan Medical Center**  
A STEWARD FAMILY HOSPITAL



### Good Samaritan Medical Center Welcomes Midwives to OB/GYN Program: Julia Louis, CNM, and Nicole Mapes, CNM.

Good Samaritan Medical Center is pleased to announce the appointment of Julia Louis, CNM, and Nicole Mapes, CNM, to the OB/GYN program.

The addition of midwives to the Good Samaritan OB/GYN team provides women in the region with another option for their care. Our Midwives will provide office-based OB/GYN care, as well as

providing obstetrical and postpartum care for patients in Good Samaritan's Maternity Center.

Julia Louis, CNM earned a bachelor's degree in nursing from Stony Brook University and completed a master's in nurse-midwifery at SUNY Downstate Medical Center. She trained with the Stony Brook Midwives, at North Central Bronx Hospital, and completed her midwife integration at Boston Medical Center. Julia is certified by the American Midwifery Certification Board. She previously worked as a registered nurse at Mystick Women's Health.

Nicole Mapes, CNM completed a bachelor's degree in nursing from River University and a master's in nursing for midwifery at Frontier Nursing University, and is certified by the

American Midwifery Certification Board. She was a student midwife at Steward Health Care and Beverly Hospital, and completed her midwife integration at Lowell General Hospital, where she also served as a registered nurse on the Mother and Infant Unit.

Julia Louis, CNM and Nicole Mapes, CNM are accepting new patients at their office at Steward Medical Group Women's Health, 830 Oak Street, Suite 223E, Brockton, MA, 508-897-4712.

Good Samaritan Medical Center is an acute-care, 267-bed hospital providing comprehensive inpatient, outpatient, and Level III Trauma emergency services to Brockton and 22 neighboring communities. The hospital offers Centers of Excellence care in orthopedics, oncology, and

cardiology, specialized care in surgery, family-centered obstetrics with Level II nursery, substance abuse treatment, and advanced diagnostic imaging. Good Samaritan Medical Center is part of Steward Health Care System. Additional information is available at [www.goodsamaritanmedical.org](http://www.goodsamaritanmedical.org).



(L-R) Nicole Mapes, CNM; and Julia Louis, CNM.





*You and your guests are cordially invited to the Chamber's Annual Meeting, a celebration of businesses working together for the future of the Metro South region. Join us along with over 400 business people and community leaders as we celebrate our 106th year advocating for business and fostering economic vitality.*

#### Premier Sponsor:



#### Supporting Sponsor:



### OUR SPEAKER: Bill Cummings, Billion-Dollar Philanthropist



"Born during America's Great Depression, Bill Cummings grew up poor, but through a series of highly successful business ventures, became one of the wealthiest individuals in Massachusetts and, more importantly, one of the most prolific philanthropists in Massachusetts history. The Cummings' were the first Massachusetts couple to join the Giving Pledge, an international philanthropic organization founded by Bill and Melinda Gates and Warren Buffett. In 2018, Bill released his self-written memoir, *Starting Small and Making It Big: An Entrepreneur's Journey to Billion-Dollar Philanthropist*, which includes thoughtful reflections on the lessons he has learned about business, entrepreneurship, and philanthropy."

"Bill Cummings never aspired to be a billionaire and never acknowledged he was one until long after it happened. That's because it is not money that motivates him, but rather the immense enjoyment he gets from building and growing successful businesses. This fascinating autobiography shares not only how he got there, but also his singular dedication to giving back to the communities and institutions so vital to his success. In Massachusetts alone, the cash donations from Cummings entities to local charities already total more than \$200 million. Through Bill's unique voice, readers experience his achievements and adventures, as well as his setbacks and personal tragedies. For anyone studying business, building a business, or running a business, Bill's journey also offers keen insights, cautionary observations, and the pioneering thinking that produced great prosperity and a multibillion-dollar enterprise. For everyone else, it offers a new and engrossing twist on the classic American success story."

During the luncheon, there will also be awards, entertainment, exciting raffles, valuable networking opportunities, and a special giveaway for each attendee. Join us as we celebrate our 106th year, the vitality of the region, and the businesses that make Metro South great! Tickets are \$100 for members and \$135 for future-members. Corporate tables of 10 & sponsorships are still available. Visit [www.metroouthchamber.com/calendar](http://www.metroouthchamber.com/calendar), call (508) 586-0500 x 231, email [AREinertson@metrosouthchamber.com](mailto:AREinertson@metrosouthchamber.com). Tickets to both the luncheon and business-to-business expo will sell out, register now. Visit [metrosouthchamber.com/annual-meeting-expo](http://metrosouthchamber.com/annual-meeting-expo) for further information.

### LOCATION: Teen Challenge Multipurpose Auditorium



#### NEW DEVELOPMENT

Teen Challenge, located at 1315 Main Street in Brockton, recently invested more than two million dollars in their Brockton Campus. Improvements include a new office building, multi-use conference center, mechanics garage, workforce training facility and dorms. Teen Challenge opened in Brockton more than 50 years ago and has been a member of the chamber for decades.

#### THE MISSION OF SUPPORT

As part of their commitment to local communities, Local103 has contributed the labor and materials to build Brockton's new 30 day treatment facility, saving the facility over \$800,000 in electrical construction costs. Renovations at the site include workforce skills training and facilities to support these efforts.



#### THE CHEF

Executive Chef Charles Hermann (pictured, left) is a graduate of the Culinary Institute of America and helped design the new menu and commercial kitchen on-site.

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



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

The cost of a table is \$499 for members and \$599 for future-members. For information on reserving your table, contact Lexi Reinertson, call (508) 586-0500 x 231 or email [AREinertson@metrosouthchamber.com](mailto:AREinertson@metrosouthchamber.com). The Expo is free to walk the floor, but please RSVP in advance.

Expo tables are going fast, reserve yours now.

#### Expo Sponsor:



#### Contributing Sponsors:



#### The Enterprise



### Sponsorship Opportunities Still Available

We will customer a sponsorship to meet your company's needs! Please contact Lexi Reinertson for info. (508) 586-0500 x 231.

#### Supporting Sponsor: \$3,500

- Corporate luncheon table of 10
- Expo table
- Logo on program / in newsletter
- Chance to meet keynote speaker, Bill Cummings

#### Promotional Item Sponsor: \$4,000

- All items included in Supporting Sponsor package PLUS the opportunity to provide a promotional item in each event gift bag.



Photo from 2018 Annual Meeting, Rich Morgan Photography.



## Tyler Highlights MA Economy at Chamber Brunch



Michael A. Tyler, CFA, Eastern Bank Wealth Management.



Senator Michael Brady; Jeff Behler, U.S. Census Bureau-NY; Mayor of Brockton, Moises Rodrigues; Sue Joss, Brockton Neighborhood Health Center; Chris Cooney, MSCC.



Michael Tyler, John Berkusz, Dave Sawyer, Eastern Bank, and event sponsor Joseph Lovetere, Hub Technical Services.



## HOLMES

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For more information or to set up an appointment Contact Howard Holmes, CFA

**OFFICE:** 508-941-5888 | **CELL:** 617-413-5684

**EMAIL:** hholmes@hhria.com | **WEBSITE:** www.hhria.com

NWEN 382758

## 40 Year Celebration with Wood Palace Kitchens



Chris Cooney and Lexi Reinertson, Metro South Chamber; Nancy and Tim Holick, Wood Palace Kitchens; and Pam Dziura, Cranberry Country Chamber.



Chris Cooney, Metro South Chamber; Nancy and Tim Holick, Wood Palace Kitchens; State Representative Norman Orrall; and State Representative Kathleen LaNatra.



We joined Wood Palace Kitchens at 7 Mill Street in Middleborough on the evening of September 19 to celebrate their 40th year in business. Middleborough Selectmen Leilani Dalpe and Allin Frawley presented a Certificate of Recognition to Tim Holick, owner of Wood Palace Kitchens. State Representatives Norman Orrall and Kathleen LaNatra, and Senator Marc Pacheco also presented Holick with Official Citations in recognition of their 40th anniversary as a business.

Members of the Cranberry Country Chamber of Commerce were also in attendance. Food catered by Patricia's Palate and craft beer from Berkley Beer Company.

Photos courtesy of Rich Morgan Photography. To view more photos from this event, visit flickr.com/metrosouthchamber.

Are you interested in showcasing your business to the community by hosting a Business After Hours of your own? Call Lexi, (508) 586-0500 x 231.



Chris Cooney, Metro South Chamber; Allin Frawley, Middleborough Selectman; Nancy and Tim Holick, Wood Palace Kitchens; Leilani Dalpe, Middleborough Selectman; Arthur Battistini, Battistini's Bakery



Official Citation presented to Wood Palace Kitchens by Massachusetts Senator Marc Pacheco.



**BERKLEY**  
Beer Company

## Chamber Welcomes New BSU Intern, French

The Metro South Chamber welcomes Bridgewater State University Undergraduate intern Justin French, a double major of Economics and Public Relations completing his degrees in the Spring of 2020. At BSU, Justin has written many reports covering areas in Marketing, Public Relations, and Social Sciences for his degrees, along with currently assisting in organizing an advertising campaign for a local food drive.

Justin hopes to add his abilities in writing and reporting to the Chamber in order to serve the Metro South area and inform local businesses of coming opportunities. He will also aid in marketing and events, along with contributing to the Chamber's newsletters.

"As an aspiring small business owner, the valuable knowledge that the Chamber has to offer regarding how local businesses operate and interact will help me achieve my goals of someday assisting the Metro South community with personal finance management, as well as financial planning," said French.



Justin French, Bridgewater State University



## Lt. Gov. Commends Brockton Housing Development

Lieutenant Governor Karyn Polito attended the ribbon cutting of the new Commercial Station Apartments (75 Commercial Street) in Brockton on September 25th to commend the city on its housing initiatives and welcoming of developers such as Darrin DeCoste, owner of Stoneridge Mutual Properties, who transformed the former Brockton DTA office into a 24-unit apartment building, which sat vacant for many years previous to DeCoste's renovations.

Also in attendance were City Councilors Anne Beauregard, Dennis Eaniri, Jack Lally, and Susan Nicastro, Councilor-at-Large Bob Sullivan, as well as Mayor Moises Rodrigues, and State Senator Michael Brady.

22 One-Bedroom & 2 Studio Apartments ranging from \$1100 - \$1400 are available now. Next to MBTA Commuter Rail Station (Brockton Center) and BAT Bus Terminal. Features secure building with key fobs, intercom & integrated camera systems, secure USPS & UPS delivery room, designer eat-in kitchens, granite countertops, dual HVAC system for customize comfort, valet trash pick-up. Contact Greg Keefe at Stoneridge Mutual Properties for more information. Call (617) 980-0512, or email 75commercialstation@gmail.com. *Photos courtesy of Stew Milne.*



Mayor Moises Rodrigues, City of Brockton



Lieutenant Governor Karyn Polito



Darrin DeCoste with his family and business partners. An artist's rendition of future development for 127 Centre Street (next to 75 Commercial Street) stands in the foreground.



Commercial Station, 75 Commercial Street in Brockton, former Brockton Transitional Assistance Office (DTA) building, now converted into 24 apartments.



Model unit at Commercial Station Apartments, Brockton.



Model unit at Commercial Station Apartments, Brockton.



Matthew Osborne, Eastern Bank; Councilor-at-Large, Bob Sullivan; Mayor Moises Rodrigues, City of Brockton; Darrin DeCoste, Stoneridge Mutual Properties; Lieutenant Governor Karyn Polito; Greg Keefe, Stoneridge Mutual Properties State Senator Michael Brady; Lexi Reinertson, MSCC.



Matthew Osborne, Eastern Bank; Greg Keefe and Darrin DeCoste, Stoneridge Mutual Properties; Lieutenant Governor Karyn Polito; Mayor Moises Rodrigues, City of Brockton.

## Plymouth County Registry of Deeds: 25 Years



State Representative Claire Cronin



Mayor of Brockton, Moises Rodrigues



Ed Miller, from the Office of Senator Mike Brady presented a proclamation to the Plymouth County Registry of Deeds staff.

Plymouth County Registry of Deeds celebrated 25 years at the Brockton Satellite Office with an Open House on September 27th. John Buckley, Register of Deeds for Plymouth County spoke on the origin of the Satellite Office, which was first opened in 1994 on Maple Avenue, and is now located at 32 Belmont Street.

## Business Environment Survey Underway



UMD CMR Students meet with Lexi Reinertson, Chamber Program Director and UMD Marketing alumni, to discuss business environment survey details.



A survey of Metro South businesses is being conducted by the Center for Marketing Research at the University of Massachusetts Dartmouth under the guidance of Dr. Nora Barnes.



The survey aims to assess trends and priorities identified by businesses within the region.

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## Upcoming Workshops at the Chamber

### Greg Nanigian: "Guaranteed (almost) Dollar for Dollar Grant Talk"

Wednesday, October 9 | 12:00 pm - 1:30 pm | Price: \$10

*Topic: Massachusetts has a grant program that will pay half of the cost of training. Hardly anyone has heard of the Workforce Training Fund Express Program, but it awards millions of dollars each year for training. Our speaker, Greg Nanigian, CEO of GNA, will focus on how to get funding for companies that have 100 or less employees. Your odds of winning funding are close to 100%! The Workforce Training Fund Express Program helps address business productivity and competitiveness by providing resources to Massachusetts businesses to fund training for current and newly hired employees. Greg Nanigian company, GNA, has been helping companies win funding for eleven years.*

### OSHA 10 Hour General Industry (offered by Massasoit Community College)

Friday, October 18 & Friday, October 25 | 9:00 am - 3:30 pm with 1 hour of breaks  
Price: \$219 (50% discount: \$100 for chamber members!)

To register, email Steven Litcoff, Associate Director of Corporate Education at Massasoit Community College, [SLitcoff@massasoit.mass.edu](mailto:SLitcoff@massasoit.mass.edu)

### Business Writing (offered by Massasoit Community College)

Tuesday, October 22 & Tuesday, October 29 | 9:00 am - 12:00 pm

Price: \$219 (50% discount: \$100 for chamber members!)

To register, email Steven Litcoff, Associate Director of Corporate Education at Massasoit Community College, [SLitcoff@massasoit.mass.edu](mailto:SLitcoff@massasoit.mass.edu)

### Ball Consulting Group: "When Your Brand is Tested by Crisis"

Thursday, October 24 | 9:00 am - 10:30 am

Member Price: \$10; Non-Member Price: \$20

*Topic: Lawsuits, legal judgments, leadership shakeups, layoffs, allegations of abuse, product recalls and other unexpected crises are all-too familiar headlines in the news. But, what happens when your business becomes the subject? Are you prepared to handle a crisis? In this seminar, Brockton native, David Ball, president and founder of Ball Consulting Group, LLC, of Newton, will share perspectives and insights for organizations of all types and sizes on planning for, and managing a crisis. Hear anecdotes about the challenges that may confront your business or nonprofit and learn how you can be prepared to take a leadership role in responding to them and emerge stronger.*

### Concord Wealth Management: "Is Your Business Positioned to Remain Your Business?"

Tuesday, October 29 | 1:00 pm - 2:00 pm | Price: Free

*Topic: Business owners start a business to do something that they love. And usually that does not mean running a business, but doing the work. This seminar will help you to realize what is important to you in order to remain in business but not have your business run you (into the ground).*

To learn more about any of these workshops or to register, visit [metrosouthchamber.com/workshops](http://metrosouthchamber.com/workshops).

## MassHire Fall Regional Career Fair, October 17



MassHire Greater Brockton Area Career Center has partnered with Wicked Local Media Solutions - The Patriot Ledger, The Brockton Enterprise and Zip Recruiter, to host this premier career fair of the fall. **Thursday, October 17th at Lombardo's in Randolph, from 1PM - 4PM.** Register now and have your company listed in the job seeker guide to be handed out at the fair.

This is your unique opportunity to meet potential candidates, face-to-face, and share with them why you are an employer of choice!

This year we added a special job seeker initiative to ensure you are able to share career opportunities before, during and after the Job Fair.

**Benefits:** Gain access to a large candidate pool; Face to face interaction, and if you like on the spot interviewing, with the candidates; Meet the real person, not just the resume; Multi-Media Job Fair packages to brand your career opportunities through Social Media, Online and in Print.

Visit [bit.ly/2nXAmSo](http://bit.ly/2nXAmSo) for details and to register.

## Business After Hours @ Romm Diamonds

Thursday, November 7 | 5:00 PM - 7:00 PM | Michael's Plaza | 1280 Belmont Street, Brockton



Join us for Romm Diamonds & Michael's Plaza Business After Hours on Thursday, November 7th from 5:00 pm - 7:00 pm at Romm Diamonds Store located at 1280 Belmont Street in Brockton. Enjoy food catered by Brack's Grille & Tap as well as beer and wine. There will be door prizes, so don't forget to bring your business cards!

"Romm Diamonds has been in our family for over a century. To us it is more than just a commercial enterprise; it is our family. That is why we offer sales associates with GIA and AGS training. We go to great lengths to make sure our jewelry looks better, functions better and feels better than ordinary jewelry. A few of our more well-known brands include Hearts on Fire, Roberto Coin, Raymond Weil, and Pandora. We back up everything we sell and repair with our own unique Romm guarantee. Getting engaged? We even guarantee she'll say yes. Whatever jewelry you are looking for you will find a better experience at Romm's!"

This event is complimentary and includes refreshments and great networking opportunities! To register/learn more contact Lexi, (508) 586-0500 x 231, email [AREinertson@metrosouthchamber.com](mailto:AREinertson@metrosouthchamber.com)

## December Breakfast at Good Samaritan

Friday, December 13 | 7:30 AM - 9:00 AM | Good Samaritan | 235 N. Pearl Street, Brockton



Sponsor:



Host:

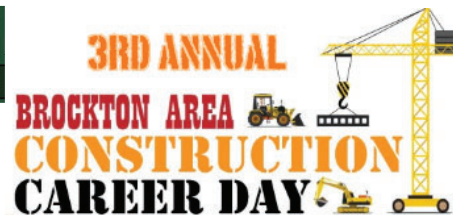


good morning  
**Metro South**

Join us for Good Morning Metro South from 7:30 am - 9:00 am at the Moakley Center at Good Samaritan Medical Center in Brockton. We are excited to announce the featured speaker for this breakfast will be Co-Founder/CEO of Improv Asylum and Author of *The Art of Making Sh!t Up*, Norm Laviolette.

To register, contact Lexi at (508) 586-0500 x 231, email [AREinertson@metrosouthchamber.com](mailto:AREinertson@metrosouthchamber.com). Visit [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar).

## 3rd Annual Construction Career Day, October 2



On October 2nd from 9AM-1PM at the historic Brockton Fairgrounds, MassHire Greater Brockton Workforce Board (MassHire GBWB) will hold the 3rd Annual Brockton Area Construction Career Day, giving area high school students an exciting, immersive opportunity to learn about career pathways in many varied construction related industries. Incorporating hands-on activities and live demonstrations, professionals from a wide variety of these industries are available to answer questions and give students a taste of what it would be like to work in their respective fields. Over 300 students from 10 different area high schools will attend this one-of-a-kind career exploration event.

This is your opportunity to inspire the next generation of our local workforce. Registration should be completed by Monday, September 16. To learn how to exhibit and participate, volunteer or sponsor this event, contact John Nesti at MassHire Greater Brockton Workforce Board: (508) 584-3234, or email [JNesti@masshiregbwb.org](mailto:JNesti@masshiregbwb.org).



## Randolph Chamber Event: Manufacturing in MA



**MANUFACTURING IN THE COMMONWEALTH**  
THE HEALTH OF THE INDUSTRY AND ITS FUTURE IN OUR AREA



HOSTED BY:  
Doug Meehan,  
WCVB News Center 5  
Morning Anchor



Dave Theriault,  
Owner Elite Envelope



Tim Fisher, Owner  
ID Sign Group



Justin Gordon,  
COO of Amramp



Wendell G. Davis,  
Regional  
Administrator, SBA

**PLATED LUNCHEON & PANEL DISCUSSION**  
**THURSDAY, OCTOBER 3rd | 12-2pm**  
**LOMBARDO'S - RANDOLPH**

**TICKETS**  
\$35 Members \$45 Non-Members  
REGISTER TODAY!  
[www.randolphchamberofcommerce.com/events](http://www.randolphchamberofcommerce.com/events)



The Randolph Chamber of Commerce will present a panel discussion entitled "Manufacturing in the Commonwealth" on October 3rd, from 12pm-2pm at Lombardo's in Randolph.

The panel will feature Doug Meehan, WCVB News Center 5; Dave Theriault, Elite Envelope; Tim Fisher, ID Sign Group; Justin Gordon, Amramp; and Wendell G. Davis, Small Business Administration.

Topics of discussion will include the rewards and challenges of manufacturing

in the Commonwealth, and the panel will share their manufacturing stories. Visit [randolphchamberofcommerce.com/events](http://randolphchamberofcommerce.com/events) for more information.

## Networking Group USA Partners with Chamber



The Metro South Chamber and Networking Group USA have formed a partnership to engage emerging businesses and help them grow. This is a low cost way to network, and in combination with Chamber membership, is great way to grow your business. Visitors are always welcome/

Networking Meetings:

**Easton Area Networking Group USA** - Meets the 2nd & 4th Wednesdays 8:30-9:30 AM at StoneForge Grill 10 Roosevelt Circle in Easton.

**Waters Networking Group** - Meets the 1st & 3rd Thursdays 8:30-9:30 AM at the Canoe Club Ball Room in West Bridgewater.


To learn more about Networking Group USA and Additional chapters visit [networkinggroupusa.com/our-story](http://networkinggroupusa.com/our-story). For more information about Chamber Membership and Networking Groups contact Marcy at [MVenetia@metrosouthchamber.com](mailto:MVenetia@metrosouthchamber.com)

## BPS Launches New "Choose Brockton" Campaign

**Why Choose Brockton?**

- Inclusive Community
- Academic Success
- Dedicated Teachers
- Acclaimed Arts
- Athletic Excellence
- Wellness Classes
- Extracurriculars
- Student Support
- Family Involvement
- Vocational Education
- Community Partnerships
- College Acceptance

**Families choose Brockton for its wealth of opportunities, top-notch curriculum and extensive extracurricular offerings.** The breadth and depth of our education sets us apart from charter, parochial and other public schools. Families choose Brockton because we focus on every student's academic, social-emotional and physical wellbeing. Families choose Brockton because we offer unwavering support and make sure that everyone succeeds—from preschool all the way to adult education and community programs. Get to know us and you'll choose Brockton, too.



"Families choose the Brockton Public Schools for its wealth of opportunities, top-notch curriculum and extensive extracurricular offerings. Our new brochure *Choose Brockton* highlights the reasons why you, too, should choose the Brockton Public Schools for your child's education.

We offer innovative school experiences – academically, artistically and athletically – that help ensure a lifetime of success."

To learn more information or receive a *Choose Brockton* brochure of your own, contact Michele Bolton at Brockton Public Schools, [Michelebolton@bpsma.org](mailto:Michelebolton@bpsma.org).

## Chamber Hosts Urban Land Institute



The Urban Land Institute recently conducted a study and all-day city site visit with various business and community leaders in Brockton. The ULI panel visits cities throughout the state and New England to help facilitate thinking and strategies designed to advance the community. Recent focus is on developing downtown Brockton with new mixed-use buildings. The desire is to increase demand for all property in Brockton. Additions of retail and entertainment venues along Main Street is a desired outcome. Visit [uli.org](http://uli.org) for more information.



## Paid Family & Medical Leave: HR Hotline

Are you PFML ready? Massachusetts' Paid Family and Medical Leave program is here. And if you employ anyone, you are now required to get your business or non-profit PFML ready. Act now: withholding starts October 1st.

Find out everything you need to know, including contribution rates, important deadlines, who is covered and who is excluded, and how to apply for an exemption. Visit [mass.gov/pfml](http://mass.gov/pfml) today.



### IMPORTANT DATES:

Withholding starts on October 1.

Apply for Exemption by December 20.

Remit Contributions by January 31, 2020.

Call the Chamber's HR Hotline for more information (508) 586-0500.



## Mixed-Use Trends, Converting Malls 10/18 Panel



On Friday, October 18, from 8 AM - 11:45 AM, BSCES will present "Mixed-Use Trends: Converting Malls into Lifestyle Centers, A Panel Discussion" at the Bridgewater Municipal Office (66

Central Square, Bridgewater) sponsored by the Metro South Chamber and Regional Economic Development Organization.

Boston Society of Civil Engineers Section (BSCES) of the American Society of Civil Engineers (ASCE) is the oldest engineering association in the United States and serves over 3,400 members across the Commonwealth of Massachusetts.

"Disruption and change to established industries are constants in our current age. With so much available via apps and home delivery, where does that leave the traditional retail mall? With this Panel Discussion, we will explore these current trends in mixed use development where new and existing retail spaces are (re)developed into "Lifestyle Centers" that encompass retail, restaurants, residential, entertainment venues, and office spaces. Where do these opportunities exist? How do the experts see these developments performing in the long term? How are municipalities and residents reacting to this change?"

Panelists: Michele Grenier, Town Planner, Town of Hanover; Jamie Kelliher, AIA, Architect, Axiom Architects, Inc.; Edward Callahan, PECO Real Estate Partners, Hanover Mall Project; Paul Cincotta, PE, New England Development, Westwood Station; Christopher Carney, Thibeault Development, Silver City Galleria; Judi Barrett, Planning Consultant, Barrett Planning Group, LLC; John E. Dustin, Commercial/Project Insurance, J.E.D. Insurance Agency; Moderator: Robert R. Pellegrini, Jr., Esq., PK Boston Law.

To register, visit [www.bsces.org/events](http://www.bsces.org/events) or contact Lexi for assistance at [AReinertson@metrosouthchamber.com](mailto:AReinertson@metrosouthchamber.com).

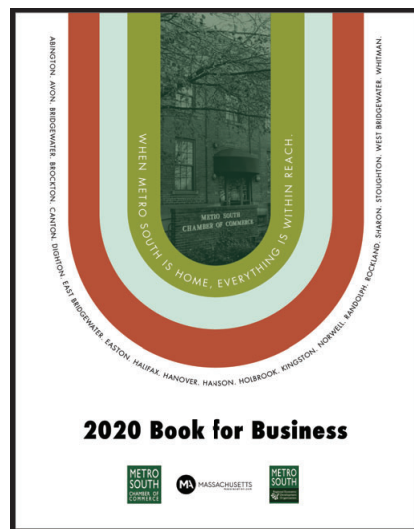
## Promote Your Business for the Cost of a Pumpkin

Advertise your company for the cost of a pumpkin at the Brockton Rox and Roll Food Truck Festival Pumpkin Patch on October 26th at Campanelli Stadium! Decorate/carve a pumpkin with a Halloween theme or even your company's logo and drop it off before the festival. To participate, contact Kim McCarthy [KMCarthy@brocktonrox.com](mailto:KMCarthy@brocktonrox.com)



## Advertise in the 2020 Book for Business!

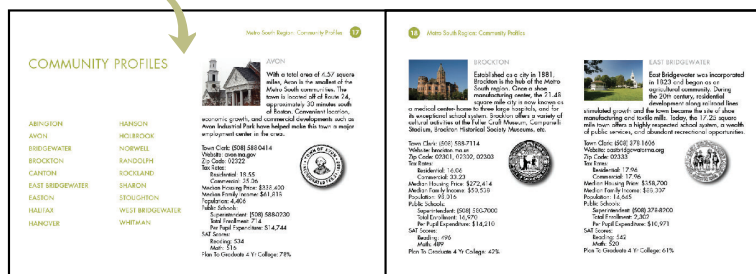
Don't miss the opportunity to advertise in the **2020 Book for Business**, the region's best quality of life guide. Your ad will be listed in close proximity to your free business directory listing. In addition, your alphabetical and categorical listing will receive extra embellishment. This opportunity is sure to give you a leg up on the competition by receiving added exposure.



Last year we doubled the print copies and mailed them to over 10,000 registered businesses across the Metro South region.

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](mailto:EStratton@metrosouthchamber.com). Visit [metrosouthchamber.com/book-for-business](http://metrosouthchamber.com/book-for-business) for more info.



### A Letter from President & CEO, Christopher Cooney, CCE:

Whether you are looking for a bustling urban atmosphere, peaceful lakes and parks, diverse multicultural dining, fun sporting events, or rich cultural activities, Metro South has it right within reach! In Metro South, you can visit the one-of-a-kind Fuller Craft Museum, listen to the acclaimed Brockton Symphony Orchestra, cheer on the Brockton Rox, or try your hand at Formula 1 kart racing. Metro South is also within reach of world-class cities such as Boston and Providence, postcard perfect landscapes, and some of the most beautiful beaches in the country, conveniently accessed by road or rail.

This directory is your guide for living, working, and visiting the Metro South region. It contains listings of local business members, representing the finest in their respective fields, as well as an abundance of interesting and useful information including visitor attractions, economic development data, and regional statistics to help you better understand this dynamic region.

## WELCOME NEW MEMBERS!

### Neighborhood Housing Solutions

Mr. Robert Corley  
422 Washington Street  
Quincy, MA 02169  
(617) 770-2227  
[www.nhmass.org](http://www.nhmass.org)  
Non-Profit

### Planet Fitness of Stoughton

Mr. Jonathan Epstein  
638 Washington Street  
Stoughton, MA 02072  
(781) 436-8133  
[www.planetfitness.com](http://www.planetfitness.com)  
Health and Fitness

### Robin's Corner Flower Shop

Ms. Robin Morinz  
180 Broadway  
Taunton, MA 02780  
(508) 824-2821  
[www.robinscornerflowership.com](http://www.robinscornerflowership.com)  
Florists

### To Join the Chamber

contact **Marcy** for Membership  
(508) 586-0500 x 229

[MVenezia@metrosouthchamber.com](mailto:MVenezia@metrosouthchamber.com)

## Free Small Business Workshop Series from SEED



**SEED**  
CORPORATION

**SOUTH  
EASTERN  
ECONOMIC  
DEVELOPMENT**

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

at the Metro South Chamber of Commerce on **Thursday, November 14, 2019**. These workshops are offered in cooperation with the sponsoring bank or credit union, the Massachusetts & Rhode Island Small Business Development Centers (SBDC), Veteran's Business Outreach Center, and SCORE and the local chamber of commerce and is offered in two sessions:

### Session I "Business Fundamentals" 9:00 am - Noon

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

### Session II "Understanding Financial Statements" 1:00 - 4:00 pm

This workshop helps attendees understand a balance sheet, income statement, and cash flow statement. The workshop also explains how a small business owner can anticipate financial needs in order to operate the business more efficiently.

Complimentary breakfast and lunch will be provided. For more information, visit [seedcorp.com](http://seedcorp.com) or contact Jessica Mello at (508) 822-1020 x 318.

## MEMBER Profile - Bellavista Real Estate, Inc.



**Bellavista Real Estate Inc.**  
423 Belmont Street  
Brockton, MA 02301  
[www.josethebroker.com](http://www.josethebroker.com)

Year Established: 2004

Products or Services: Real Estate  
Agency (purchase & sale)

Number of Employees: 1

**What is unique or special about your firm and the products and services you offer?** Bellavista Real Estate Inc is a full-service real estate agency based in south shore of MA. Unlike a chain real estate agency, at Bellavista Real Estate Inc, our agent will go Beyond just listing your home, as a seller, and Above just sending you automatic homes listings as a buyer. Our clients are guaranteed a personalized saler/ buyer plan-of-action where together we will define the target sale/buy goals and ensure a smooth real estate transaction. We provide excellent service to 1st time home-buyer as well as professional house flippers. When buying or selling a home our goal is to offer you expert advice while looking out for your top interest. At Bellavista Real Estate Inc, you will get the best service from start to finish! Our agents will be by your side every step of the way when making one of the most important financial decision of your life; buying or selling your home.

**What is your market area?** Real Estate - Residential

**What markets do you serve?** MA

**What is your main business objective concerning your customers and the business community?** Our main business objective is to provide our customers with expert advise and the best tools to make the very best choice when it comes to the sale or purchase of a home. At Bellavista Real Estate Inc, our agent is vested in making sure our clients are 100% confident in their real estate journey. Our one-on-one full-service business model is design to offer high quality expert service, with the goal of making a deal that is foremost beneficial to our clients.

**Anything additional we should know about your company?** At Bellavista Real Estate Inc, our prime objective is to ensure our client's original target goal are met as closely as possible. We strive to achieve this by providing a full-service real estate experience to all our clients.



## 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 & Small Loans** up to \$250,000 available at 5-6%
- **SBA 504 rate at ALL-TIME LOW 3.48% Fixed for 20 years for Commercial Real Estate and Fixed Assets**
- 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](http://www.seedcorp.com)



## Join the Chamber Now, \$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](mailto:MVenezia@metrosouthchamber.com). You can also find more information on our website at [www.metroouthchamber.com](http://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](http://www.sema.score.org) or by calling (508) 587-2673. Ahead for the month...

**October 3:** Top 4 Considerations When Selling or Closing a Business

**October 8:** Secrets to Getting More Clients & Referrals with a Podcast

**October 15:** Does Google Love My Business? How to Rule in Local Search

**October 24:** Startup Success Virtual Conference



## RENEWING Members

### Thank you!

A Phone Jack  
Abington Bank  
ACE Surgical Supply Company  
Bay Copy  
Belmont West Associates  
Brockton Community Schools  
Burgess Pest Management  
Champion City Transit Management, Inc.  
Council on Aging Mary Cruise  
Kennedy Senior Center

Crescent Credit Union  
Instyle Salon and Spa  
Lucini Bus Lines  
MassDevelopment  
Roger Keith & Sons Insurance  
The Charity Guild, Inc.  
The Mattress Maker of New England  
University of Massachusetts Boston  
Westside Behavioral Health, LLC  
Whelan Associates

## 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

## 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](mailto: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](http://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](http://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](http://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](http://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](http://avonindustrialpark.org).



The **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](http://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](http://sswbn.org) for more information.

**MJ3 Partners, Inc.**

P.O. Box 522, Mansfield • (508) 769-3564  
www.mj3partners.com

We have an experienced team of professionals ready to seamlessly assist with your recruiting projects. Our results-driven recruitment model offers tremendous flexibility over costly traditional recruitment methods. With MJ3 Partners, our clients receive the benefit of impactful engagement, market intelligence, and quality results.

**Bellavista Real Estate, Inc.**

423 Belmont Street, Brockton • (774) 259-4110  
www.josethebroker.com

For most families, choosing a new home is the biggest financial decision they will ever make. There are many complicated decisions involved in choosing a home. If you're like most people, I bet you'll likely want some expert advice along the way and you'll need a real estate agent looking out for your top interests.

**Renz Counseling**

*Renz Counseling*

378 Page Street, Suite 6, Stoughton • (339) 364-8510  
www.renzcounseling.com

We are compassionate therapists who utilize varied and eclectic approaches. We integrate the powerful features of insight-oriented psychotherapy with cognitive behavioral strategies, mindfulness training and family systems therapy. We offer support and expertise and consider it our privilege to participate in this meaningful collaborative effort together with you.

**Stoughton Co-Operative Bank**

Member FDIC Member SIF  
Equal Housing Lender

950 Park Street, Stoughton • (781) 344-3080  
www.stoughtoncoop.bank

Home is where you belong; it's where you'll find people who care and want you to succeed. For more than 130 years, Stoughton Co-Operative Bank has been proud to be the banking home for people and businesses in Stoughton and surrounding communities.

**The Frame Man**

1195 N. Main Street, Randolph • (781) 963-4552  
www.frameman.com

For over 37 years, our mother-daughter team of Carol Riman and Simone Stone has offered "Award-Winning Framing" and beautiful art. Experience the best framing around, where "We help you make the right choice" is our motto. Almost 4,000 custom frame molding styles, over 500 mat samples to choose from, thousands of standard size frames in stock, massive selection to help you, and expert advice to create a beautiful combination that's right for you and your budget.

**Uncle Joey's Cannoli**

(617) 909-6360  
www.unclejoeyscannoli.com

Catering: Weddings, private events, baby showers, birthday parties, and more! Festivals: fairs, festivals, and public events! Delivery: From us to you! We can deliver our premium cannoli shells and filling for you to fill fresh for your event or we can deliver an arrangement of filled cannoli ready to be served to your guests.

**Vicente Realty, LLC**

101 Torrey Street, Brockton • (508) 944-3144  
www.vicenterealty.com

Vicente Realty, LLC (VR) is a full-service real estate brokerage specializing in the sales, rentals, and marketing of residential and commercial properties in Massachusetts. We're located in the west side of Brockton, MA. VR is a firm with international reach, delivering a brand of service based on integrity, informed by expertise and practiced in efficiency by skilled licensed agents. Expect Success when selling or buying your home with us.

**Vieira & DiGianfilippo, Ltd.**

480 Turnpike Street, South Easton • (508) 297-6163  
www.vieira-digianlaw.com

With more than 55 years of combined experience focused on providing the estate planning, real estate law and business law solutions our clients need, Vieira & DiGianfilippo Ltd. delivers results and counsel our clients value. The solutions we obtain now serve our clients for years to come.

**BUSINESS EVENTS Planner****October 3****30th Annual Legislative****Reception**

5:00 pm - 7:30 pm

**Donahue Hall, Stonehill College**

320 Washington Street, Easton

Join the Chamber for an evening of networking in a wonderful setting with Elected & Selected Officials.

Members: \$5 Non-members: \$15

Register online: metrosouthchamber.com/calendar

**October 17****Metro South of Boston 2019****NEREJ Summit**

8:00 am - 12:00 pm

**Thorny Lea Golf Club**

159 Torrey Street, Brockton

Join the Chamber for an evening of networking.

Early Bird Rate Before October 11: \$79

Regular Rate After October 11: \$99

Register online: metrosouthchamber.com/calendar

**October 23****Good Morning Metro South**

11:45 am - 1:30 pm

**Museum of Family Prayer**

518 Washington Street, North Easton

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

Members: \$39 Non-members: \$49

Register online: metrosouthchamber.com/calendar

**November 7****Business After Hours**

5:00 pm - 7:00 pm

**Romm Diamonds**

Michael's Plaza, 1280 Belmont Street, Brockton

Join the Chamber for an evening of networking with fantastic food by Brack's Grille & Tap.

Cost: Free!

Register online: metrosouthchamber.com/calendar

**November 20****106th Annual Meeting**

12:00 pm - 1:30 pm

**Multipurpose Auditorium at Teen Challenge**

1315 Main Street, Brockton

Join the Chamber for a presentation by Bill Cummings, networking, B2B expo, door prizes, and more.

Members: \$100 Non-members: \$135

Register online: metrosouthchamber.com/calendar

**November 20****106th Annual B2B Expo**

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

**Multipurpose Auditorium at Teen Challenge**

1315 Main Street, Brockton

Expand your business and reach over 400 business people at the Business-to-Business expo, over 40 exhibitors are expected. This is the right place, the right time, and the right audience!

Members: \$499 Non-members: \$599

Register online: metrosouthchamber.com/calendar

**December 13****Good Morning Metro South**

7:30 am - 9:00 am

**Good Samaritan Medical Center**

235 N. Pearl Street, Brockton

Join the Chamber for a business breakfast.

Members: \$25 Non-members: \$35

Register online: metrosouthchamber.com/calendar



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**www.BuyBrockton.org**