



# Actionreport



December  
2019

www.metroouthchamber.com

## Leading Businesses Leading Communities



### CHAMBER MISSION

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



Pat Caramella  
OCPC  
Page 6



Nicole Perkins  
Weichert Realtors  
Page 5



Joe Lovetere  
Hub Technical Services  
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## Train your Head to Think on its Feet! Improv Breakfast 12/13 @ Good Sam.

Friday, December 13 | 7:30 AM - 9:00 AM | The Moakley Center @ Good Samaritan Med. Ctr. | 235 N. Pearl Street, Brockton



good morning  
Metro South



Sponsor:



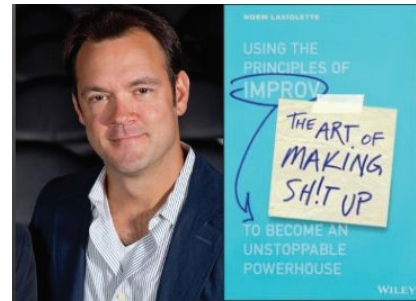
Host:



Join us at the Moakley Center at Good Samaritan Medical Center, 235 N. Pearl Street in Brockton on Friday, December 13th at 7:30am for a Good Morning Metro South breakfast!

Learn how the tools and techniques of Improv can immediately help you communicate and listen more effectively, work together as a team and build off the ideas of others. Experience the power of "Yes..And" and see how those simple words can create a more innovative you! Improv Asylum CEO and Founder, Norm Laviolette, will show you how to "Train your Head to Think Fast on its Feet" by giving you skills that will help you lead and succeed! Contact Lexi to register, (508) 586-0500 x 231 or visit [www.metroouthchamber.com/gmms](http://www.metroouthchamber.com/gmms) to learn more.

*Continued on page 2.*



## Chamber's 106th Annual Meeting & Business-2-Business Expo SOLD OUT



Premier Sponsor:



Supporting Sponsor:



A sold-out crowd of over 400 business people and community leaders attended the Metro South Chamber of Commerce's 106th Annual Meeting & Business-2-Business Expo on November 20th at the Multipurpose Auditorium at Teen Challenge, Brockton. The program was sponsored once again by Crescent Credit Union, and the UMass Donahue Institute. The event celebrated 106 years of serving businesses and recapped a very busy year for the Chamber.

Each guest received a signed copy of Cummings' book, "Starting Small and Making It Big: An Entrepreneur's Journey to Billion-Dollar Philanthropist", and an opportunity to meet Bill and have their book personalized.

"Those businesses most able to 'get to yes' are in a position to reinvest in the communities to which they often owe so much - a goal to which every business should aspire."

-Bill Cummings



Bill Cummings, Cummings Properties

The Annual Meeting featured a Business Expo sponsored by Bridgewater State University where over 40 businesses participated in making connections and showcasing their services to the region. A special fun room was incorporated this year featuring a caricature artist courtesy of FUN Enterprises, photobooth & props from Classic Selfies Photo Booth, and balloon artist from Alleyoop Party Rentals. Valuable raffles and giveaways from MJB Wine, Plymouth 400, Concord Foods, and Hutcheon's Flowers guaranteed everyone in attendance left with a prize. Teen Challenge Catering crafted a delicious meal of corn bread, beautiful baby spinach salad, cider glazed chicken with a butternut cranberry wild rice, haricot verts, and chocolate ganache cake.

*Continued on page 6 - 8.*

Expo Sponsor:



## Business Before Hours @ Comcast Xfinity, Brockton

# COMCAST BUSINESS

Join us for a special Business BEFORE Hours on Thursday, December 5th from 8:00 - 9:30 am at the Comcast Business store located at 200 Westgate Drive in Brockton. Enjoy a delicious Donut Wall with all kinds of flavors! There will be a chance to win Apple AirPods, so don't forget to bring your business cards! This networking event is complimentary, but please RSVP in advance. *Continued on page 2.*

## Upcoming Chamber Events Save the Dates!

**March 5, 2020:** 5th Annual Multi-Cultural Business Forum & After Hours.

**April 29, 2020:** 28th Annual A Taste of Metro South.

## Chamber Sponsorship Opportunities Available 2020

Sponsorship opportunities are available! Are you interested in hosting or sponsoring a Good Morning Metro South breakfast, Business After Hours, the Taste of Metro South, Legislative Reception, Small Business Awards, Multi-Cultural Business Forum, ATHENA Awards, Government Affairs, Annual Meeting, or Legislative Luncheon? Advertising in the Book for Business?, E-Update, or Action Report Newsletter? Join us in support of the Metro South region. Contact Lexi for sponsor details. Call (508) 586-0500 x 231 or email [AREinertson@metrosouthchamber.com](mailto:AREinertson@metrosouthchamber.com).

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

## Business BEFORE Hours @ Xfinity, Brockton

Thursday, December 5 | 8:00 AM - 9:30 AM | Xfinity Store | 200 Westgate Drive, Brockton

Join us for a special **Business BEFORE Hours** on Thursday, December 5th from 8:00 - 9:30 am at the Comcast Business store located at 200 Westgate Drive in Brockton. Enjoy a delicious Donut Wall with all kinds of flavors! There will be a chance to win Apple AirPods, so don't forget to bring your business cards!

"Comcast Business has the largest IP network in the nation, serving small businesses through large enterprises. Technology offerings include Internet and Ethernet connectivity, voice solutions, and SD-WAN on ActiveCore(SM). Learn more at [business.comcast.com/enterprise](https://business.comcast.com/enterprise)."

This event is complimentary and includes refreshments and great networking opportunities! You may register online at [metrosouthchamber.com/calendar](https://metrosouthchamber.com/calendar). Questions? E-mail Lexi, [areinertson@metrosouthchamber.com](mailto:areinertson@metrosouthchamber.com) or call (508) 586-0500 x 231. We look forward to seeing you at the event!

## Laugh Out Loud; Improv Breakfast 12/13

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



**good morning  
Metro South**

Sponsor:

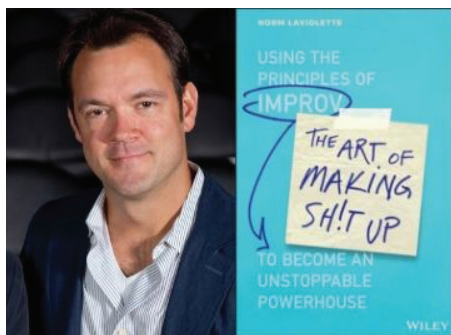


Host:



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 on Friday, December 13th**. Our speaker for this breakfast will be Co-Founder/CEO of Improv Asylum and Author of *The Art of Making Sh!t Up*, Norm Laviolette.

"As co-founder, and CEO of Improv Asylum, IA innovation, Laugh Boston and Asylum Gaming and E Sports (A.G.E.). Norm brings the experience of building companies from the ground up into multi-million dollar businesses. Norm understands first hand why culture is integral to long term success and has built a team that exemplifies why communicating, listening and trusting are so important. Norm is on a never-ending quest toward the continued development and expansion of Improv Asylum's theatrical and IA Innovation's business divisions and leads Improv Asylum and IA Innovation's strategic business and artistic vision locally, nationally and globally.



With appearances on NBC, ABC, CBS, NPR and Fox, Norm's recently released book, *The Art of Making Sh!t Up* is a much sought after inspirational message that tells the story of how the skill sets of improv has positively impacted businesses, organizations and lives, including his!"

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

## Supplier Diversity Office Pre-Certification Workshop

Friday, December 13 | 11:30 AM - 1:30 PM | Crescent Credit Union | 115 Commercial St., Brockton



Part two of the two free vendor workshops offered by the Operational Services Division (OSD) and hosted at **Crescent Credit Union, located at 115 Commercial Street in Brockton is the Supplier Diversity Office (SDO) Pre-Certification**. This workshop will be held on **Friday, December 13th from 11:30 - 1:30 pm**.

This workshop is designed for businesses that are interested in learning how to apply for SDO certification. Attendance at a Pre-Certification Workshop is required before a business may apply for certification as a Minority, Woman, and/or Veteran Business Enterprise. This workshop will provide information on how to begin the certification process. Certification may help your business to become more marketable for government entities, learn about new government bidding opportunities, and create Business to Business (B2B) partnerships. Register online: <https://bit.ly/2qhg8Ej>

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

## Upcoming Workshops at the Chamber

**OSHA 10 Hour Construction** (offered by Massasoit Community College)

Thursday, December 5 & Thursday, December 12 | 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)

**Customer Service** (offered by Massasoit Community College)

Wednesday, February 26 & Wednesday, March 18 | 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)

**ServSafe** (offered by Massasoit Community College)

Monday, March 30 & Monday, April 6 | 8:30 am - 1:00 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)

**Cultural Competency** (offered by Massasoit Community College)

Friday, April 3 & Friday, April 10 | 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)

**Discrimination** (offered by Massasoit Community College)

Friday, April 3 & Friday, April 10 | 1:00 pm - 4:00 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)

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

BROCKTON CITY HALL  
1894-2019

*The 125th Gala*

SATURDAY, DECEMBER 14 • 6:00pm

Tickets Available at **City Hall** or **Eventbrite.com**

(508) 897-6808



Tickets for the 125th Anniversary Celebration of Brockton City Hall are on sale now at the Mayor's office (45 School Street in Brockton). Guests will enjoy an evening that highlights the history of our beautiful city hall, a cash bar, hors d'oeuvres catered by Brockton's own Teen Challenge, and live musical performances. Event attire is cocktail and black tie is optional. Proceeds are dedicated to the Champion Plan, founded by our late Mayor Bill Carpenter to help those struggling with addiction. Tickets are \$50.00 (cash or check) and online at <https://bit.ly/2siS8Br>.



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

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 Old Colony Planning Council

Vice Chair Government Affairs  
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 Barbour Corporation

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 Khanbabai Immigration Law

Vice Chair Membership Development  
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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

Chuck Jones - Harbor Health

Sue Joss - Brockton Neighborhood Health Center

Mike Lambert - Brockton Area Transit Authority

Marisela Marrero - Good Samaritan Medical Center

Jeni Mather - J.M. Pet Resort

Matthew Osborne - Eastern Bank

Andrew Raczka - Abington Bank

Albert Senesie - Victory Human Services

George Spiliotis - Crown Linen

Lisa Stratton - The Enterprise

David Teixeira - The Mattress Maker of New England

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

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

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

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

**Kayla May**  
 Member Engagement x 221

**Emma Stratton**  
 Director of Communications x 222

**Marcy Venezia**  
 Membership Sales x 229

*Newsletter Written & Designed by Emma Stratton.  
 Printing Provided by The Enterprise.*



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

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

# CHAMBER Calendar

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

## December

- |                   |  |          |
|-------------------|--|----------|
| <b>4</b>          | <b>Holiday Ambassador Meeting</b><br>Holiday Inn, 405 Westgate Drive, Brockton                                   | 8:00 am  |
| <b>4</b>          | <b>Executive Board Meeting</b><br>Metro South Chamber of Commerce, 60 School Street, Brockton                    | 12:00 pm |
| <b>5</b>          | <b>Business Before Hours @ Xfinity Store</b><br>Comcast, 200 Westgate Drive, Brockton                            | 8:00 am  |
| <b>5 &amp; 12</b> | <b>"OSHA 10 Hour Construction"</b><br>Workshop at the Chamber, led by Massasoit Community College                | 9:00 am  |
| <b>13</b>         | <b>Good Morning Metro South: Breakfast</b><br>Good Samaritan Medical Center, 235 N. Pearl Street, Brockton       | 7:30 am  |
| <b>13</b>         | <b>"SDO Pre-Certification Workshop"</b><br>OSD Workshop @ Crescent Credit Union, 115 Commercial Street, Brockton | 11:30 am |
| <b>18</b>         | <b>Board of Directors Meeting</b><br>Metro South Chamber of Commerce, 60 School Street, Brockton                 | 12:00 pm |
| <b>25</b>         | <b>Christmas Day: Chamber Closed</b>   |          |

## January 2020

- |           |   |          |
|-----------|---|----------|
| <b>1</b>  | <b>New Years Day: Chamber Closed</b>  |          |
| <b>8</b>  | <b>Ambassador Meeting</b><br>Metro South Chamber of Commerce, 60 School Street, Brockton                  | 8:00 am  |
| <b>14</b> | <b>Executive Board Meeting</b><br>Metro South Chamber of Commerce, 60 School Street, Brockton             | 3:00 pm  |
| <b>20</b> | <b>Martin Luther King Jr. Day: Chamber Closed</b>   |          |
| <b>24</b> | <b>Good Morning Metro South</b><br>Martin Institute @ Stonehill College, 320 Washington St., North Easton | 11:45 am |
| <b>29</b> | <b>Board of Directors Meeting</b><br>Metro South Chamber of Commerce, 60 School Street, Brockton          | 12:00 pm |

## Save the Dates!

**March 5, 2020****April 29, 2020**

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

### Old Colony Planning Council Welcomes New Executive Director, Mary Waldron.

OCPC welcomes former Bridgewater State University Director of the Institute for Policy Analysis and Regional Engagement, Mary Przybylowicz Waldron as new Executive Director. Mary succeeds Pat Ciamarella after \_\_\_\_ years. Visit [ocpc.org](http://ocpc.org) to learn more.

### Fuller Craft Museum Current Exhibitions: "Striking Gold: Fuller at Fifty"

This invitational project will explore the storied traditions, contemporary interpretations, skillful applications, and conceptual rigor of gold as an artistic material, while investigating the multitude of cultural, material, and sociopolitical associations. For the 57 selected artists, gold remains central to their work as they delve far deeper than embellishment or decorative effect. This landmark exhibition celebrates the museum's rich past as we plan for our brilliant future—and shines a light on all things golden. On display through April 2020, visit [www.fullercraft.org](http://www.fullercraft.org) to learn more.

### Signature Healthcare Brockton Hospital Among the Safest in the Nation

The hospital received an 'A' rating based on how it prevents medical errors, injuries, accidents and infections. "It's a commitment to the community that we're safe," said Chief Executive Officer and former

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

Sponsored by: Good Samaritan Medical Center

Chamber Board Member, Kim Hollon. Since Leapfrog's hospital safety report began, Signature Healthcare Brockton Hospital has received 15 A's, among top 3 highest ranking Leapfrog scored hospitals in the state. Visit [signature-healthcare.org](http://signature-healthcare.org) to learn more.

### Workforce Training Fund Infosession-Brockton with MassHire GBWB January 17

This information session provides an overview of all of the Workforce Training Fund programs. Topics covered include: the features and requirements of each program, funding availability, and application process. Following the information session, participants should be able to determine which grants are best suited for their business needs and know how to begin the application process. The information session lasts 2 hours and covers the following WTFP grant programs: General Program, Express Program, Small Business Direct Access Program. Visit [workforcetrainingfund.org](http://workforcetrainingfund.org) to learn more.

### United Way Celebrates \$3 Million in Prescription Medication Savings for Residents!

United Way of Greater Plymouth County announced that greater Plymouth County residents have saved \$3,000,000 on their prescription medications, thanks to its partnership with FamilyWize, an organization focused on improving the health and well-being of individuals,

families and communities. Through this partnership, United Way has helped promote the free, easy to use FamilyWize Prescription Discount Card, which has helped more than 15 million Americans save more than \$1.7 billion on their prescriptions. UWGPC began its partnership with FamilyWize in November of 2007 to make prescriptions more affordable for those without insurance or those who have insurance that doesn't cover their medications. Visit [uwgpc.org](http://uwgpc.org) to learn more.

### Jingle Bell Run December 7

This 2-mile fun run/walk benefits The Enterprise's Helping Hands Fund. Free buffet lunch, raffles, silent auction, DJ, and more. Dress in costume and be entered to win a costume prize! Registration begins at 1:30 p.m.; race at 2 p.m. Register online at [bit.ly/2ra91yb](http://bit.ly/2ra91yb)

### Brockton Symphony Orchestra Holiday Pops

December 15 @ 3:00pm at Oliver Ames High School in Easton. Celebrate the holidays with your family and friends. Dr. Emilian Badea has chosen your seasonal favorites, along with exciting soloists, sing-alongs, and fun surprises. This year features Megan Roth, mezzo-soprano; Dana Lynne Varga, soprano; Angel Valchinov, violin; Jacqueline DeVoe, piccolo; and Brockton's South Middle School Chorus, directed by Kate M. Higgins.

### Beauty and the Beast @ Massasoit

Buckley Performing Arts Center at Massasoit Community College

presents "Beauty and the Beast" February 29, March 1, and March 6-8. Visit [massasoit.edu/about-massasoit/theater/tickets](http://massasoit.edu/about-massasoit/theater/tickets) to purchase tickets.

### South Shore Women's Business Network Leadership Breakfast December 12

Featured speaker Helen Tang, CPA "5 Things You Need to Know for Successful Bookkeeping in the New Year". December 12, 7:30-9:30 am at Atria Marina Place in Quincy, learn more at [SSWBM.org](http://SSWBM.org).

### Free Santa Photos @ Westgate Mall Dec 3-24

Santa is coming to town! Visit Westgate Mall for FREE Santa photo this holiday season. Every family that visits with Santa will receive TWO FREE 4" x 6" Santa photo prints and a digital download of a single image.

### Easton Festival of Trees 2019

Easton Festival of Trees is a popular annual fundraiser that invites thousands of residents from surrounding towns to revel in the holiday season through a magnificent display of beautifully decorated holiday trees. All trees are donated by local residents, merchants, and organizations, resulting in an impressive variety of 70 + themes and designs. Shown in the classic setting of the Easton Country Club, attendees are welcome to take a chance on winning one of the trees or simply bask in their glow while enjoying a delicious club snack or drink. Kids 12 and under are FREE! Visit [www.eastonfestivaloftrees.org](http://www.eastonfestivaloftrees.org) for hours and details.

## 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 Partners with Alpha Kappa Alpha, (AKA) Sorority Inc., Psi Iota Omega Chapter on Breast Cancer Awareness

Good Samaritan Medical Center and Alpha Kappa Alpha Sorority Inc., Psi Iota Chapter are working together to promote Mammography screening for the early detection of Breast Cancer.

Dr. Susan Stafford, Director Breast Imaging and Intervention, Good Samaritan Medical Center and Mrs. Kimberly E. Zouzoua, Chapter President Alpha Kappa Alpha Sorority, Inc. Psi Iota Omega are featured in a new video

that promotes the importance of annual screening. Visit [goodsamaritanmedical.org/breast-care](http://goodsamaritanmedical.org/breast-care) to view the video.

Alpha Kappa Alpha Sorority Inc. is dedicated to programs of service and is committed to raising awareness of critical health issues impacting African American Women. One of their target areas is Breast Cancer Awareness and Prevention with a focus on prevention through mammograms.

"Alpha Kappa Alpha Sorority Inc. is excited to partner with Good Samaritan Medical Center's Women's Imaging Center to raise awareness of Breast Cancer. Women must take the time to take care of themselves and include mammography screening in their routine health care," said Ms. Kimberly E. Zouzoua, Chapter President, Alpha Kappa Alpha Sorority, Inc. Psi Iota Omega.

"We encourage all women to have an annual mammogram screening. Early detection and diagnosis saves lives. The team at Good Samaritan Medical Center Women's Imaging is pleased to partner with Alpha Kappa Alpha to build awareness for this important health screening," said Susan Stafford, MD, FACR, Director Breast Imaging and Intervention, Good Samaritan Medical Center.

The Women's Imaging Center at Good Samaritan Medical Center is accredited by The American College of Radiology as a Breast Imaging Center of Excellence. It is located at 15 Roche Brother's Way, Suite 120, North Easton, MA. Appointments can be made by calling (508) 427-2865.

To learn more, visit [www.goodsamaritanmedical.org](http://www.goodsamaritanmedical.org).



Mrs. Kimberly E. Zouzoua, Chapter President Alpha Kappa Alpha Sorority, Inc. Psi Iota Omega and Dr. Susan Stafford, Director Breast Imaging and Intervention, Good Samaritan Medical Center appear in a video about the importance of mammography screening in early detection of breast cancer.



## Romm Diamonds After Hours Celebration!



Alex and Gladys Rysman with the Romm Diamonds Staff



Brian Droukas, Droukas Real Estate took home a gift basket donated by Dunkin' at Michael's Plaza.



Nicole Perkins, Weichert Realtors Briarwood R.E. won a gift certificate donated by Back Bay Bagel in Michael's Plaza.



Tess Dealmedia, J.M. Pet Resort was the lucky winner of a diamond necklace courtesy of Romm Diamonds.



Romm Diamonds, 1280 Belmont Street, Brockton



Businesses in Michael's Plaza and many guests joined us for a Business After Hours at Romm Diamonds at 1280 Belmont Street on November 7th. An array of delicious food was catered by Brack's Grille and Tap, donuts and coffee from Dunkin', beer & wine from Cheers Liquors, and with many other Michael's Plaza businesses donating prizes for a raffle at the end of the night. Back Bay Bagel, The Chop Shop, Residence Inn in Brockton, and Brack's all donated prizes, as well as the grand prize, a diamond necklace donated by Romm Diamonds. *Photos courtesy of Rich Morgan Photography.*

## SEED Small Business Workshop Success



Jessica Mello, SEED Corp. "Business Fundamentals" workshop



"Understanding Financial Statements" workshop

SEED Corp. recently held two small business workshops at the Metro South Chamber at 60 School Street in Brockton. Session I: "Business Fundamentals" (led by Jessica Mello, SEED Corp.) focused on helping entrepreneurs understand the basics of owning a business and how to get started with financing.

Session II: "Understanding Financial Statements" instructed attendees on reading balance sheets, income statements, and cash flow statements, as well as anticipating financial needs and how to run a business more smoothly.

To learn more, visit [seedcorp.com](http://seedcorp.com) or contact Jessica Mello at (508) 822-1020 x 318.

## Chamber Hosts SBA, SCORE Regional Ambassadors



Betsy Cowan, Metropolitan Area Planning Council speaks on an Economic Development Working Group

SCORE Chair, Rod Clark and Brockton Chapter Chair Peter Godfrey recently held a regional meeting of small business advocates and servicers at the Metro South Chamber of Commerce. Discussion focused on service delivery and recruitment of business advisers. SBA regional representative Susan Lourie, who is also a member of the Ambassadors works very closely with the Metro South Chamber and is available to meet with Small Businesses interested in learning about various business support and financing available. *A list of Metro South resource partners and their contact info are included below:*

SCORE: Peter Godfrey, (508) 587-2673

SBA: Susan Lourie, (617) 565-5560

Brockton Micro Loans [SEED: (508) 822-1020 x 312 & BRA: (508) 586-3887]

Brockton Venture Loan Fund (Neighborworks): Elvira Caldeira, (508) 895-1307 x 134

Massachusetts Small Business Development Center (MSBDC): Jill Beresford, (508) 673-9783

MassDevelopment: Jay Pateakos, (508) 678-0533

Massachusetts Office of Business Development (MOBD) Regional Directors covering the Greater Boston Region (including Brockton): Margaret Laforest and Susan Whitaker, (617) 973-8537



## Brockton City Council To Set Biz Tax Rate for 2020

In a recent Enterprise News Story, the following was reported..."The City Council is expected to finalize the tax rate for fiscal 2020 at a special meeting scheduled for Monday, (December 2, 2019) at 6:30 p.m. in Council Chambers at City Hall.

John O'Donnell, chairman of the Board of Assessors, is expected to make a presentation on the city's tax base and the effects of altering the shift percentage in the city's split tax rate for residential and business properties. If the City Council stands pat on the 173 percent shift, commercial property owners will face an average tax bill increase of \$342.72, based on a potential \$30.60 tax rate (per \$1,000 of property value). However, if the City Council makes a move to favor residential property owners even more, increasing to the maximum state-allowed 175 percent shift, the commercial tax rate could rise to \$30.95, resulting in an average bill increase of \$521 for commercial property owners.

The limit on the percentage shift in favor of residential property owners can be raised to a maximum of 175 percent under state law, which could slightly ease the burden facing homeowners, but increasing the shift would also hurt the interests of local business owners, who would face a larger commercial/industrial tax rate and bigger tax bills in that scenario.

Businesses and the Metro South Chamber of Commerce have long warned City Council about placing too much of a burden on Brockton commercial and industrial property owners, noting that other communities have much more attractive commercial tax rates. While Brockton's commercial tax rate for fiscal 2019 was \$31.67, it was \$22.20 in nearby Braintree, \$19.05 in Weymouth and \$25.18 in Quincy.

At a single tax rate, which could hypothetically be set this year at \$17.69 to meet the fiscal 2020 tax levy, the single family homeowners in Brockton would face an average bill increase of \$946, while commercial property owners would get a \$8,520 break.



# Chamber Celebrates 106 Years of Economic Growth, Recognizes 12 Businesses for Investing in Region



Mayor-Elect, Robert Sullivan gave remarks at the Chamber's 106th Annual Meeting & B2B Expo, hosted at the Multipurpose Auditorium at Teen Challenge in Brockton.



Chamber Chair, Fred Clark (BSU); Pat Caramella, Old Colony Planning Council, receiving Charles A. Fuller Award; and Chris Cooney, Metro South Chamber President.



Bill Cummings (center) accepted a ceremonial key to the City of Brockton from Mayor-Elect Robert Sullivan (right), with Metro South Chamber President & CEO, Chris Cooney (left).



Chamber Chair Fred Clark, BSU (left) with outgoing board members (L-R) Jay Pike, Citrin Cooperman; and Peter Vlado, Brophy & Phillips Co. Inc. receiving Board Service Awards.



The National Anthem and "God Bless America" were sung by Cardinal Spellman's High School A Capella Choir.



Bill Cummings, Cummings Properties and author of "Starting Small and Making It Big" during his presentation.

Photos courtesy of Rich Morgan Photography. (Not pictured.) Also recognized for his service on the Board of Directors, Kim Hollon, Signature Healthcare.

**Contributing Sponsors:** Alleyoop Party Rentals, Brewster Ambulance, Brockton Area Transit Authority, Brockton Community Access, Classic Selfies Photo Booth LLC, Concord Foods, Crown Uniform & Linen Service, Eastern Bank, The Enterprise, FUN Enterprises Inc., Hutcheon's Flower Co., J.M. Pet Resort, MJB Wine, OCEs - Old Colony Elder Services, Rich Morgan Photography, Sign Design, and Teen Challenge Brockton.

**Corporate Sponsors:** Abington Bank, Bank of America, Bridgewater Savings Bank, Brockton Area Transit Authority, Brockton Housing Authority, Citrin Cooperman, Copeland Auto Group, Good Samaritan Medical Center, HarborOne Bank, Hub Technical Services, MassHire Greater Brockton Workforce Board, National Grid, North Easton Savings Bank, Old Colony Planning Council, Old Colony YMCA, Rockland Trust, and Victory Human Services.

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Remember that fun time...Classic!



The Metro South Chamber of Commerce is thrilled to honor twelve local businesses whose economic contributions have significantly benefited the area. These twelve businesses have impacted the region by creating jobs and adding to the rich business culture by providing valuable products, resources, and services to help our region thrive. Whether small entrepreneurs or franchisees of international corporations, the following businesses are recognized for their impressive accomplishments. Congratulations to 100 TECH, Atlantic Shipping Co., Brack's Grille & Tap, Brockton Plumbing & Heating Supply, Connemara Senior Living Campello, Copeland Volkswagen, the Father Peyton Center, Fronto King, HarborOne Bank, McGuigan's Pub, Stoneridge Mutual Properties, and Westgate Lanes. We hope they continue to support and expand their influence throughout the Metro South region. See page 8-9 for business profiles.

## Chamber Elects Three New Board Members



Sue Joss, Brockton Neighborhood Health Center.



Mike Lambert, Brockton Area Transit Authority (BAT).



David Teixeira, The Mattress Maker of New England.

The Metro South Chamber of Commerce welcomes three new members to its Board of Directors: Sue Joss, Brockton Neighborhood Health Center (BNHC) will return to the Board; Mike Lambert, Brockton Area Transit Authority (BAT); and David Teixeira, The Mattress Maker of New England.

Outgoing Board Members were recognized for their years of service at the 106th Annual Meeting: Kim Hollon, Signature Healthcare; Jay Pike, Citrin Cooperman; and Peter Vlado, Brophy & Phillips Co., Inc.

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

The Board of Directors meets regularly to address policy and issues of economic and community concern. The next Board of Directors meeting will be held on Wednesday, December 18 at 12:00 pm at the Metro South Chamber. We are pleased to add these business leaders to our lineup and welcome their input in future meetings.



## Over 40 Companies Exhibit and Make Connections at the 106th Annual Meeting & Business Expo



North Easton Savings Bank



Envision Bank



Bank of America



Sign Design



Brockton Area Transit Authority (BAT)



Old Colony YMCA



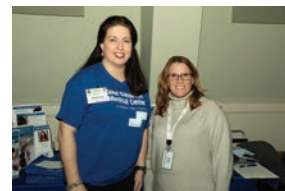
Comcast Business



BAMSI



Eastern Bank



Good Samaritan Medical Center



The Enterprise



Bethel Family Medicine



Curry College



TD Bank



Hub Technical Services



Bridgewater Savings Bank



FUN Enterprises, Inc.



Costco Wholesale



Hutcheon's Flowers Co.



HarborOne Bank

Not pictured: Alleyoop Party Rentals, Bridgewater State University, Brockton Visiting Nurse Association, Classic Selfies Photo Booth, House of Possibilities, Massasoit Community College, MSCC REDO, The Ockers Company, Renewal by Andersen, SCORE, SBA, Signature Healthcare, UMass Donahue Institute.



Photos courtesy of Rich Morgan Photography. Visit [flickr.com/metrosouthchamber](https://www.flickr.com/photos/metrosouthchamber/) to see more photos from this event.



Crescent Credit Union



MassHire Greater Brockton Workforce Board



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## Twelve Businesses Receive Economic Impact Awards, Recognizing Their Investment in the Region



100 TECH @ 100 Technology Center Drive in Stoughton  
www.campanelli.com

**100 TECH** is a newly renovated 188,000 sq. ft., six floor Campanelli project offering Class A office space. 100 Tech offers a first-class, work-play environment unique to the 128 South market. Characterized by its sleek common areas, high ceilings, abundant natural light, and a technologically intelligent infrastructure, 100 Tech achieves the sophistication of an urban office space balanced by the ease of a suburban commute. It is situated just 3 miles from the Stoughton MBTA commuter rail with easy access to Routes 139, 24, and I-93. After a \$4.7 million investment, the previously empty building is now 70% leased, bringing approximately 650 new jobs to Stoughton.

Victor Depina President and CEO of **Atlantic Shipping Co.** recently invested more than one million dollars to expand his business. A significant portion of this investment involved construction of a new state of the art shipping and distribution center at 456 Montello Street in Brockton. Atlantic Shipping has over 20 years of experience in cargo transportation to and from Cape Verde. Prime Minister of Cape Verde, José Ulisses Correia deSilva attended the ribbon cutting and welcomed increased trade between Cape Verde and the United States. Atlantic Shipping currently performs seven trips per year, carrying more than 4 Cubic meters of loads per trip, that is, more than 30 cubic meters of cargo. A Free Trade agreement between the two countries in being negotiated and increased trade is anticipated.



Atlantic Shipping Co. @ 31 Linden Street in Brockton.  
www.atlanticshipping.biz



Brack's Grille & Tap @ 1280 Belmont Street in Brockton.  
www.bracksgrilleandtap.com

Located at the heart of Michael's Plaza on the West Side of the City, three Metro South natives came together to create **Brack's Grille & Tap** at the corner of Pearl and Belmont in Brockton. Nearly three years ago Frank Brack, John Voltolini, and Chris Mather began the process of transforming the old Owen O'Leary's into Brack's Grille & Tap, the casual sports bar and restaurant that stands today. Now, after a \$700K investment and tireless efforts by the three Brack's partners, the 6,000 sq. ft. restaurant features giant TVs, upscale American Cuisine with Portuguese and International twists, craft beers

on tap, and live acoustic music nights. The combination of enthusiasm and charisma with the quality of Brack's service gives the restaurant an unmistakable atmosphere of fun and friendly charm.

**Brockton Plumbing & Heating Supply** is a New Bedford based wholesale plumbing supplier that recently expanded to Brockton. A \$1 million investment went into acquiring the building and renovating the interior of the new Brockton location at 109 N Montello Street. The 30,000 sq. ft. facility also received new up-to-date computer systems, as well as a full inventory for the local community's needs.

Brockton Plumbing & Heating Supply @ 109 N. Montello St., Brockton. (508) 587-5700



Connemara Senior Living Campello @ 25 E. Nilsson Street in Brockton. www.connemaraseniorliving.com

as in memory care programs. Along with the creation of 10 additional jobs in the Brockton area, Connemara Senior Living is poised to repeat this model of restoration and job creation at sites throughout Massachusetts.

**Connemara Senior Living Campello** recently acquired the 82,000 sq. ft. former Emmanuel House Residence, significantly renovating and repairing the property to provide modern living residences and space for new senior-living programs. Connemara Senior Living provides exceptional service in assisted and independent living, as well



Copeland Volkswagen @ 122 Liberty Street in Brockton. www.copelandvw.com

Copeland's original Toyota dealership and their more recent purchase of the former DeSantis Chevrolet in 2014, the Copeland family has established themselves as the largest family owned business both selling and servicing cars in the Metro South region. The Copeland Auto Group has made Brockton home since 1970 and now operates Copeland Toyota, Chevrolet, and Volkswagen, employing hundreds of people and selling thousands of automobiles each month.

**Holy Cross Family Ministries' Father Peyton Center** has made a \$1 million investment in creating the newest museum to the region, the 20,500 sq. ft. Museum of Family Prayer near Stonehill College. The interactive exhibit provides a history of prayer throughout the ages using state-of-the-art technology. The Museum honors Father Patrick Peyton, "The Rosary Priest", who is set to be venerated and become the first Saint from New England. This is expected to become a pilgrimage site, drawing many to the region through travel and tourism. Along with the creation of 6 new jobs, Holy Cross is planning additional investment and renovations to the existing chapel, adjacent to the Museum.



Father Peyton Center @ 518 Washington Street in Easton.  
www.museumoffamilyprayer.org



Fronto King, LLC @ 22 Court Avenue in Brockton.  
www.frontoking.com

**Fronto King, LLC** is a wholesale manufacturer of fine tobacco leaves used in the rolling of homemade cigars and cigarettes. The adventure began in 2007 when Trevor Ivy decided to sell "fronto" (the Jamaican word for "tobacco") using the \$1,400 he had saved over the past year. From his small apartment, the entrepreneur cleaned, aged, and packaged the tobacco he purchased from a local farm. Today, Fronto King is operated out of a 12,000 sq. ft. corporate facility in Brockton where 25 new employees work. The small company has blossomed into \$9 million in annual sales and continues to grow and develop, poised to become a \$20 million company by the end of 2020.

**HarborOne Bank** recently expanded into Stoughton with their new prototype design by Element Design Group. The Stoughton Branch features Relationship Bankers to assist customers with all of their financial needs. The 2,160 sq. ft. Branch also features various self-service options for customers, including a small business center where various technologies are available for demonstration. Six new jobs were created in Stoughton as a result of this new bank on Washington Street. Founded in 1917 to serve the growing financial needs of the Metro South communities, HarborOne continues to honor and embrace its commitment to strengthen and empower the communities where their customers and employees live and work.



HarborOne Bank @ 470 Washington Street in Stoughton.  
www.harborone.com



McGuigan's Pub @ 546 Washington Street in Whitman.  
www.thepatioatmcguigans.com

**McGuigan's Pub** recently completed construction of their state-of-the-art industrial style building which houses their newest restaurant venture, the 3,000 sq. ft. "The Patio at McGuigan's." The \$1 million investment not only provides 40 new jobs to the Metro South region, but upscale Irish and American food available in Whitman, seven days a week. The expansive glass and open window design of The Patio offers guests a contemporary atmosphere with a relaxing air of familiarity from the charming brickwork combination. A unique menu, entertainment, and valet services make The Patio at McGuigan's a new favorite of patrons from throughout the Metro South region.



## 2019 Economic Impact Awards (Continued)



Stoneridge Mutual Properties @ 362 Montello Street in Brockton. [www.stoneridgemutualproperties.com](http://www.stoneridgemutualproperties.com)

**Stoneridge Mutual Properties** is a Real Estate & Development company active in the City of Brockton comprised of two partners, Darrin DeCoste and Greg Keefe. The developers transformed the former Brockton DTA office at 75 Commercial Street into a 24-unit apartment building, which sat vacant for many years prior to their tremendous renovations. 22 One-Bedroom & 2 Studio Apartments are now available next to the MBTA Commuter

Rail Station (Brockton Center) and BAT Bus Terminal, making them perfect for those who commute to Boston for work but live here in the city. Features of these new apartments include 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.

**Westgate Lanes Entertainment Complex** recently invested \$6 million to expand from a bowling alley into a true family entertainment center. Since 1959, Westgate Lanes, Pub & Grill, Arcade & Billiards has been a Family Entertainment Center providing a fun and friendly environment for families young and old. Within their 45,000 sq. ft. property are 62 bowling lanes, an extensive arcade with over 45 games, and 13 Pro Brunswick Billiards tables. A full-service snack bar and the Westgate Pub & Grill offers a full American menu and Sports Bar atmosphere. Their expansion has retained 42 jobs and created 14 additional jobs within the City of Brockton.



Westgate Lanes @ 65 Westgate Drive in Brockton. [www.westgatelanes.com](http://www.westgatelanes.com)

## Chamber Hosts Massachusetts Regional Planners



Patrick Hamilton addresses MARPA meeting at Chamber.

The Massachusetts Association of Regional Planning Agencies (MARPA) is a formal organization with established bylaws. The association consists of the state's 13 regional development organizations, known as regional planning agencies in the state. The Pioneer Valley Planning Commission provides administrative support and the Metropolitan Area Planning Council, located in the state capital, provides legislative research and advocacy support. Committees are formed on an as-needed basis.

The executive directors and the chair of each regional organization form the state association board. Each member of the board has one vote. The president, vice president and secretary/treasurer form an executive committee. The November meeting of MARPA was hosted by the Metro South Chamber of Commerce and OCPC in the WB Mason Conference Room at the Metro South Chamber of Commerce offices.

## UMD CMR Accepting Spring Marketing Clients



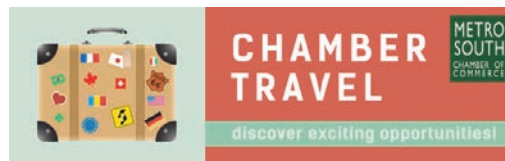
dinner reception concluding each semester.

UMD CMR clients include small and start-up businesses to Fortune 500 Companies, from commercial and non-profit sectors; approximately eight clients are selected per semester. For more information, contact CMR Director Nora Ganim Barnes at [nbarnes@umassd.edu](mailto:nbarnes@umassd.edu) or call (508) 999-8756.

The University of Massachusetts Dartmouth Center for Marketing Research (CMR) is accepting clients for the spring semester. The UMD CMR has 20 years of experience in marketing research and is comprised of staff, faculty, and undergraduate and graduate marketing students.

They offer high quality, affordable and customized market research; statistically valid survey research rivaling the best commercial companies; and delivery of final report at a

## Travel to Vietnam! November 1, 2020



The Metro South Chamber of Commerce is partnering with Citisline to offer a 10-Day trip to Vietnam for \$2,449. Visit Hanoi, Halong Bay, Hoi An,

and HCM City! Your package includes...

- Roundtrip international airfare & Vietnamese domestic airfare & Tax
- 4- and 5-star hotel accommodations
- 3 meals each day
- Deluxe bus tours
- Fluent English-speaking tour guides
- Entrance fees to attractions.

**You will experience the following:**

**Hanoi:** A Full day city tour includes the Tran Quoc Pagoda, Temple of Literature, Vietnam's first university dating back to the 11th Century, followed by St. Joseph Cathedral.

**Hanoi / Halong Bay:** Tour bus excursion to the harbor, board the Cruise Boat for an overnight cruise.

**Halong Bay / Hanoi / Hoi An:** Tai Chi session on the sundeck of the Cruise Boat. Short excursion to Soi Sim Island, pass by Thieh Cung and Dau Go Caves.

**Hoi An:** Bus excursion to the world heritage My Son Sanctuary, the remains of remarkable towers constructed by the Cham builders, many centuries ago.

**Hoi An / HCM City (Saigon):** Bus ride to Tien Giang, board a vessel to explore the 4 mythical islets of the Dragon, Unicorn and Paradise, located in the Mekong Delta. Visit the Cu Chi Tunnels, a byzantine maze of underground passages. Then visit the Reunification Palace, War Museum, and Ben Thanh Market.

For more information, visit [metrosouthchamber.com/events/travel](http://metrosouthchamber.com/events/travel).

## Evans Recognized as SEED's Small Biz. of the Year



Chamber Director Dan Evans, Evans Machine Company of Brockton Recognized by SEED as Small Business of the Year

The Small Business of the Year recipient, Evans Machine Company (EMI) was founded in 1968 by Dan Evans, Sr. and is co-owned by Dan and his son Dan Evans, Jr. who joined the family business in 1988. The precision manufacturing facility focuses on producing machine parts for a variety of industries and prides itself on being able to support client needs from design to engineering to final quality inspection.

In 2013, EMI came to SEED for a financing project that added 8,400 sq. ft. of production space to its existing facility. Since completion of the project, EMI has been able to grow from \$6 million to \$9.5 million in sales. With this impressive growth in sales, the company has also increased their staff from 38 to 61 employees.

Under the SBA 504 Program, SEED provided two loans in conjunction with Webster Bank. The loans were used to purchase equipment for a total project of \$1.4 million and real estate for \$1.7 million. The SEED lender on the project was Lisa Holmes and the bank lenders were Robert Polito and Jeffrey Pagliuca.

Congratulations, Dan! To learn more about EMI, visit [www.EMIEvans.com](http://www.EMIEvans.com). Visit [www.seedcorp.com](http://www.seedcorp.com) to learn more about SEED.

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## Another Main St. Ground Breaking, Downtown

The Massachusetts Department of Unemployment Assistance broke ground on a new regional office that will replace the Ganley building with a three-story structure that's nearly identical in size and shape.

The new office's upper floors will house a call center for Massachusetts residents filing claims for unemployment benefits. The ground floor will include a room for hearings about disputed claims. It will be one of four regional offices that the Department of Unemployment Assistance operates across the state.

Massasoit Community College will lease space on the new building's ground floor for administrative offices and educational uses that are yet to be determined. The college's president, Gena Glickman, said the space will likely include a computer lab oriented toward workforce development.

Constructed in 1927, the Ganley building's earliest tenants included a pharmacy, a furniture store and an electrical supply company, according to a survey conducted by the Massachusetts Historical Commission. Inside, there were offices and a tobacco store. Later, the Ganley family operated its namesake department store in the building, lending it an informal name that's persisted decades after the popular retail establishment closed.

Employees at Bond, the private construction management firm overseeing the project, said demolition work should begin within a month. By April of next year, the three-story Ganley building should be completely razed, according to the mayor's office. State officials say the new building is expected to open in the fall of 2021. The migration of the unemployment office will



State Representative Gerry Cassidy; Mayor Moises Rodrigues, City of Brockton; and Carol Gladstone, Massachusetts Division of Management and Maintenance.

create a vacancy at its former location a few blocks north at 36 Main St.

Gladstone's staff said the state is in the "very early stages" of deciding what to do with that property, though it will likely not be replaced by another state office. Mayor Rodrigues called the construction of the unemployment office a catalyst for the rebirth of downtown Brockton. The state is expected to invest upwards of \$27 million in the project.



Rick Jeffers, Department of Unemployment Assistance; City Councilor Anne Beauregard; Gena Glickman, Massasoit Community College; and Mayor-Elect Robert Sullivan.

## Crescent Members Vote to Merge w. Sharon Credit Union



On Thursday evening, November 14, 2019, Crescent Credit Union members voted in favor of a proposed merger with Sharon Credit Union at a special meeting held at Crescent Credit Union's Brockton headquarters.

The proposed merger of the \$457 million Crescent Credit Union into the \$597 million Sharon Credit Union would create the eighth largest credit union in Massachusetts with over \$1 billion in assets and over 80,000 members. The merged credit union will be called Sharon & Crescent United Credit Union and branded as SCU Credit Union.

By joining forces, the merged credit union will gain the size and scale to be more competitive in the banking industry, and to meet the evolving needs of the combined membership. The Massachusetts Division of Banks will need to approve the merger before it becomes official.

If you have any questions or concerns, please contact [info@crescentcredit.org](mailto:info@crescentcredit.org) or call 508-559-5400.



## Advertise in the 2020 Book for Business!

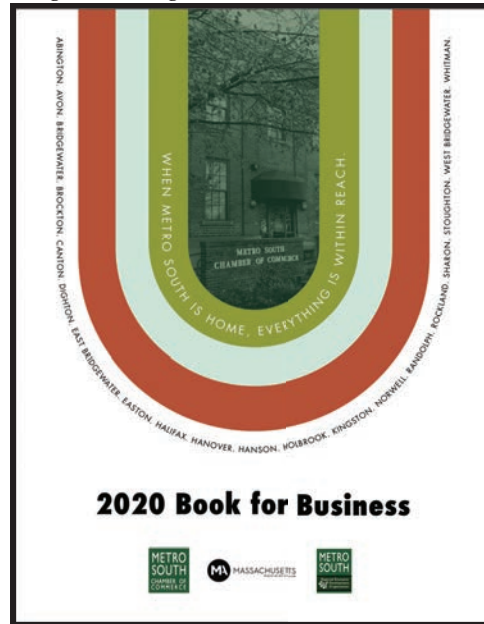
Don't miss the opportunity to advertise in the **2020 Book for Business**, the region's best quality of life guide. Your ad will be listed in close proximity to your free business directory listing. In addition, your alphabetical and categorical listing will receive extra embellishment. This opportunity 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!

Contact Emma, at (508) 586-0500 x 222, or email [EStratton@metrosouthchamber.com](mailto:EStratton@metrosouthchamber.com) to learn more. Visit



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

## RENEWING Members

### Thank you!

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Brockton Education Association  
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Cambridge Savings Bank  
Cape Cod Cafe, Inc.  
Capeway Aluminum & Vinyl, Inc.  
Creative Communications  
Crescent Credit Union  
EquipNet  
Fisher College

Hilliards Chocolate System  
Hirsch Roberts Weinstein LLP  
Kent, Parker & Associates, Inc.  
Self Help, Inc.  
Sign Design, Inc.  
South Eastern Economic Development (SEED) Corp.  
Sullivan Tire Co., Inc. - Norwell  
Summer St Financial Advisors LLC  
Town of East Bridgewater  
University of Massachusetts Boston

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To Join the Chamber, contact **Marcy** for Membership  
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## 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:

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- **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
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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...

**December 5:** Fun is Powerful-Transform Your Creative Ideas Into Innovation & Profit

**December 10:** Technical Strategies for Your Non-Profit's Success

**December 12:** How to Win Buyers and Influence Sales and Value

**December 19:** Growth-Hacks - Quick Wins & Great Tools for Your Business to Gain Traction



## 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:

**Lakeside Chapter** - Meets the 1st and 3rd Tuesday every month from 8:30-9:30 AM at Grille 58, 284 Monponsett Street in Halifax.

**Easton Area Networking Group USA** - Meets the 2nd & 4th Wednesdays 8:30-9:30 AM at StoneForge Grill 10 Roosevelt Circle in South 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 [MVenezia@metrosouthchamber.com](mailto:MVenezia@metrosouthchamber.com)

## 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).



**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.

**Copeland Volkswagen**

970 West Chestnut Street, Brockton • (508) 587-9040  
www.copelandvw.com

The inventory, tools, and service center at Copeland Volkswagen of Brockton are the perfect stop for all your Volkswagen needs in the Brockton MA, area near Boston and South Shore. Our excellent reputation and success comes down to our dedication to providing high quality service and customer support for everyone who comes to see us.

**Neighborhood Housing Solutions**

422 Washington Street, Quincy • (617) 770-2227  
www.nhsmass.org

Health and well-being start with having a safe and affordable home in a stable and opportunity-rich community. We promote these conditions by developing housing, and by providing housing resources and education in collaboration with our partner in the public and private sectors.

**Planet Fitness of Stoughton**

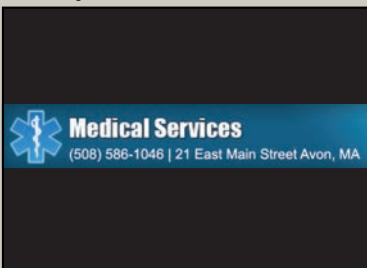
638 Washington Street, Stoughton • (781) 436-8133  
www.planetfitness.com

No matter what you're looking for in a gym, we've got a membership option made for you. All Planet Fitness members enjoy unlimited access to their home club and the support of our friendly, knowledgeable staff anytime you need it. PF Black Card® members receive additional benefits, including the ability to bring a guest for free and access to any of our 1,800+ PF locations.

**Robin's Corner Flower Shop**

180 Broadway, Taunton • (508) 824-2921  
www.robinscornerflowershop.com

Our 100% Satisfaction Guarantee is our personal commitment to creating long term relationships with our customers. Your satisfaction is our Number One priority, not just because it's our job, but because we care. We choose only the freshest, highest quality flowers and our shop has a professional and caring staff to serve all your floral needs.

**Joseph D. Emma, MD & Assoc.**

21 East Main Street, Avon • (508) 586-1046  
www.josephemmamd.com

Joseph D. Emma, MD has been practicing medicine in the Boston area since 1974. He has worked in both clinic settings and as an emergency room physician in larger cities throughout the Boston area. Dr. Emma is a general practitioner, who enjoys treating patient of all ages, from infants to seniors. Dr. Emma is bilingual in English and Spanish with a moderate ability to speak Italian, Portuguese, and French.

**Legion Parkway Cleaners Inc.**

93 Legion Parkway, Brockton • (508) 583-8101  
www.legionparkwaycleaners.com

Our family and friendly staff will make you feel like one of the family as they assist you with your garment care needs. You can always trust your precious and most prized garments at Legion Parkway Cleaners, where we take pride in providing every one of our customers with personal service and the highest quality dry cleaning possible.

**MIS Alliance**

181 Wells Avenue, Suite 203, Newton • (617) 500-1700  
www.misalliance.com

Our certified IT professionals are on staff and always ready to provide you with strategic guidance as your business grows. We bring new ideas, new strategies and new technologies, designed to give your business a competitive edge in the marketplace.

**South Shore Disposal**

50 Bedford Park, Bridgewater • (508) 807-2281  
www.southshoredisposal.com

South Shore Disposal is one of the fastest growing refuse companies in New England. We pride ourselves on quality service by offering guaranteed rates, on time pick ups, new equipment, and responding to all of our customers needs. We offer a variety of open top containers and compactors as well as 2yd-10yd commercial containers. We also offer recycling and certificates of destruction.

**BUSINESS EVENTS Planner****December 5****Business Before Hours**

8:00 am - 9:30 am  
**Xfinity Store by Comcast**  
200 Westgate Drive, Brockton

Join the Chamber for a morning of networking.

Cost: Free!

Register online: [metrosouthchamber.com/calendar](https://www.metroouthchamber.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](https://www.metroouthchamber.com/calendar)

**December 13****SDO Pre-Certification Workshop**

11:30 am - 1:30 pm  
**Crescent Credit Union**  
115 Commercial Street, Brockton

Join OSD at Crescent Credit Union to learn about COMMBUYS and how to do business w the State.

Cost: Free!

Register online: <https://bit.ly/2qhg8E>



LIVE



WORK



SHOP



PLAY

**www.BuyBrockton.org**

**January 24, 2020****Good Morning Metro South**

11:45 am - 1:30 pm  
**Martin Institute @ Stonehill College**  
320 Washington Street, North Easton

Join the Chamber for a business brunch.

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

Register online: [metrosouthchamber.com/calendar](https://www.metroouthchamber.com/calendar)

**Save the Date!****March 5, 2020****5th Annual Multi-Cultural Business Forum & After Hours****Save the Date!****April 29, 2020****28th Annual Taste of Metro South!**

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