



Actionreport



February
2020

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.



Deb Salvucci
Stonehill College
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Jim Cantwell
State Director
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David Teixeira
Mattress Maker of NE
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Regional Focus with Congressman Kennedy February 14; All Invited!

Friday, February 14 | 11:45 AM - 1:30 PM | Thorny Lea Golf Club | 159 Torrey Street, Brockton



Join us on Friday, February 14 for a Good Morning Metro South brunch from 11:45am - 1:30pm. Hosted by Thorny Lea Golf Club, at 159 Torrey Street in Brockton. Our guest speaker for this brunch is Congressman Joe Kennedy III.

"As a member of the House Energy & Commerce Committee, Joe's legislative agenda is driven by the needs of the families he is honored to represent. He has worked to expand STEM education to underserved students, fortify community health centers, increase legal assistance for low-income families, end discrimination in health care, and bring down monthly energy bills."

Tickets to attend are \$39 for members/\$49 for non-members; corporate tables of 8 are available for purchase at a discounted rate of \$275. Visit metrosouthchamber.com/events/GMMS to learn more, or email Lexi at AREinertson@metrosouthchamber.com for assistance. Read on, continued on page 2.



Congressman Joseph P. Kennedy III

5th Annual Multi-Cultural Event to Feature Secretary of Economic Development



Thursday, March 5 | 5:00 PM - 7:30 PM | Fuller Craft Museum | 455 Oak Street, Brockton



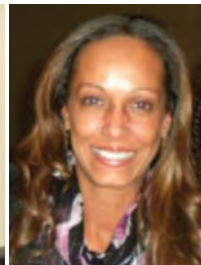
Mike Kennealy
Secretary of Housing and
Economic Development



Rita Mendes
Brockton Councilor-At-Large



Sabrina Victor
Miss Massachusetts 2020



Kelly Mallory
Mallory Headsets Inc.



Wendell G. Davis
SBA Regional Administrator

The 5th Annual Multi-Cultural Business Forum & Business After Hours will be held at the Fuller Craft Museum (455 Oak Street in Brockton), Thursday March 5th from 5:00 PM - 7:00 PM.

Opening remarks will be given by Secretary of Housing and Economic Development, Mike Kennealy and U.S. SBA Administrator, Wendell Davis. New this year will be added expo tables for career recruitment in support of MassHire.

Our panel of speakers include Brockton Councilor-At-Large Rita Mendes; Miss Massachusetts, Sabrina Victor; and Kelly Mallory of Mallory Headsets, Inc. Read on for more info on our panel of speakers / registration for this event on page 2.

5:00pm - Business Resource Expo & Networking

Learn about resources available to help start and grow your business. Experts will assist you on a variety of topics ranging from financing, developing a business plan, marketing your business, and winning government contracts.

5:30pm - Woman & Minority Owned Business Panel

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

6:15pm - Business After Hours Networking

Meet hundreds of new potential clients during this Business After Hours event. Enjoy delicious food and drink while browsing the expo, career fair, and networking with members of the Metro South community.

Ribbon Cutting & Grand Opening Party @ Planet Fitness in Stoughton



Join us for a ribbon cutting ceremony at the newest Planet Fitness in Stoughton, 638 Washington Street on Tuesday, February 18 from 5:00 pm - 7:00 pm. Planet Fitness will host a grand opening party hosted by 98.5 SPORTS HUB following the ribbon cutting with tons of free raffles. Prizes include: Rascal Flatts tickets, Red Sox tickets, signed Boston Bruins Hockey puck, and much more. Hors d'oeuvres and desserts will be provided. Learn more on page 2.

Cyber Security Brunch w/HUB Tech @ Massasoit, 3/27



Join us
Friday,
March
27 for a

Good Morning Metro South brunch hosted by Massasoit Community College, 11:45 am - 1:30 pm. The featured speaker is Joseph Lovetere, HUB Technical Services who will be speaking about cyber security. Learn more on page 5.

Call for Nominations! Small Business & ATHENA Award

Now is the time to place your nominations for the Small Business & Entrepreneur of the Year Awards, and the ATHENA Award! It's easy to nominate someone, call Lexi for details. (508) 586-0500 x 231, or email AREinertson@metrosouthchamber.com Learn more on page 8.

Chamber to Meet with Congressman Kennedy 2/14

Friday, February 14 | 11:45 AM - 1:30 PM | Thorny Lea Golf Club, Brockton



Join us Friday, February 14, 2020 for a **Good Morning Metro South** brunch, hosted at **Thorny Lea Golf Club**, located at 159 Torrey Street in **Brockton**. This event is Government Affairs focused, and sponsored in part by UMass Boston; as well as OCES and Stonehill College.

About Congressman Joe Kennedy III: "As a member of the House Energy & Commerce Committee, Joe's legislative agenda is driven by the needs of the families he is honored to represent. He has worked to expand STEM education to underserved students, fortify community health centers, increase legal assistance for low-income families, end discrimination in health care, and bring down monthly energy bills.



Congressman Joe Kennedy III

Joe has established national leadership on the issues of mental health and substance abuse disorder. He has led legislation to strengthen mental health parity laws, expand Medicaid coverage, and ensure that all children and pregnant women have access to mental health treatment.

In Washington, he has prioritized the economic development and rich manufacturing tradition of the 4th District. He is an advocate for vocational-technical schools, community colleges and the region's emerging clean energy industry. His Perkins Modernization Act and STEM Gateways Act, which focus on expanding educational opportunity to middle and working-class students, were both signed into law, as well as his Revitalize American Manufacturing and Innovation Act (RAMI).

From immigration reform to LGBTQ+ equality, Joe is a passionate advocate for civil rights, as well as a proud voice for a living wage, worker protections and economic justice."

Visit metrosouthchamber.com/calendar-registration to reserve your seat. Questions? Contact Lexi at AREinertson@metrosouthchamber.com or call (508) 586-0500 x 231.

Planet Fitness Ribbon Cutting in Stoughton, Feb. 18

Tuesday, February 18 | 5:00 PM - 7:00 PM | 638 Washington Street, Stoughton

THE NEWEST PF CLUB IN MASSACHUSETTS!
GRAND OPENING PARTY!
 Tuesday, February 18 • 5-7pm
OPEN TO THE PUBLIC!

98.5 MUSIC & GIVEAWAYS FROM THE 98.5 SPORTS HUB STREET TEAM
 RIBBON CUTTING AT 5PM BY LOCAL DIGITARIES

FREE RAFFLES!
 You Must Be At The Club To Enter And Win!

One pair of tickets for Rascal Flatts Farewell Tour
 Courtesy of Beasley Media

One pair Red Sox tickets
 Courtesy of WB Mason

Signed Boston Bruins Hockey Puck
 Courtesy of TD Garden

Tons of PF Giveaways

HORS D'OEUVRES PROVIDED BY PANERA BREAD
 CAKE PROVIDED BY MONTILIO'S BAKERY

STOUGHTON
 638 Washington St., Stoughton, MA 02072

Invite Your Family & Friends-Don't Miss The Best Party Of The Year!

Join us for a ribbon cutting of the newest **Planet Fitness Club** in **Stoughton** on **Tuesday, February 18th** at **638 Washington Street**. We'll cut the ceremonial ribbon at 5:00PM, and a Grand Opening Party will be open to the public through 7:00PM courtesy of Planet Fitness. Enjoy music & giveaway from the 98.5 Sports Hub Street Team, as well as free raffles including the chance to win a pair of Red Sox tickets, a signed Boston Bruins Hockey Puck, and more. Refreshments by Panera Bread and Montilio's bakery will be provided. This is a complimentary event, but please RSVP to Lexi at AREinertson@metrosouthchamber.com.

Panel of Multi-Cultural Business Owners

Thursday, March 5 | 5:00 PM - 7:30 PM | Fuller Craft Museum | 455 Oak Street, Brockton



Rita Mendes
Brockton Councilor-At-Large

Brockton Councilor-At-Large, **Rita Mendes**. With a thriving law practice, real estate agency, and electronics business, Rita Mendes has become a leading Brazilian-American Attorney on the South Shore. Fluent in Portuguese and Spanish she has led the way for many of our new citizens to become home owners. As a trilingual attorney focusing on both civil and criminal litigation, she has fast become a go-to person for many who have immigration, criminal, divorce, and custody issues in the Brockton area. Rita Mendes received her Juris Doctorate degree from New England Law/Boston, undergraduate degree from the University of Massachusetts, Dartmouth. In 2019, she ran for the Brockton City Councilor At Large seat. She was sworn into office in January 2020 as the first Brazilian-American to hold office in Brockton.



Sabrina Victor
Miss. Massachusetts 2020

Sabrina Victor proudly serves as **Miss Massachusetts USA 2020!** She is a performance activist, passionate about sharing diverse stories through all art forms. Hailing from Brockton Massachusetts, Sabrina graduated from the University of Massachusetts Amherst receiving two undergraduate degrees in Theater and Journalism, a Multicultural Theater Certificate, and Commonwealth Honors. She currently works in higher education as a Recruitment Assistant at Bridgewater State University, where she facilitates all part-time hiring for the institution. After hours, she is a professional actress in the Boston area with local and regional theaters. Her credited work includes award-winning American Repertory Theatre, SpeakEasy Stage, and Company One, all companies dedicated to new and diverse works. Sabrina serves as a mentor and member of the creative direction team within the Brockton High School Fine Arts Program.



Kelly Mallory
Mallory Headsets Inc.

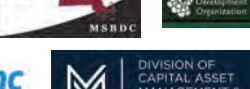
Kelly Mallory of Mallory Headsets Inc. Mallory Headsets is a small telecom company that specializes in headsets, phones, VoIP and all telecom peripherals; in business for 23 years. They cater to all B2B and have a large portfolio of small, medium and very large accounts. Mallory Headsets offers many specialized services. Their small business model allows them to customize anything/everything in a moment's notice to accommodate a customer.

This is a complimentary event, but space is limited. Please contact Lexi to RSVP, email AREinertson@metrosouthchamber.com or call (508) 586-0500 x 231. Expo space is very limited, register now; it is free to

participate.

Partners & Sponsors / Expo Participants Include:

Premier Sponsor:
**North
 Easton
 Savings Bank**



BOARD OF DIRECTORS

DIRECTORS

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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

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

Evan deLacy
Member Relations Coordinator x 227

*Newsletter Written & Designed by Emma Stratton.
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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!

February

- 5 Ambassador Meeting** 8:00 am
Metro South Chamber of Commerce, 60 School Street, Brockton
- 14 Good Morning Metro South: Brunch** 11:45 am
Thorny Lea Golf Club, 159 Torrey Street, Brockton
- 18 Ribbon Cutting @ Planet Fitness** 5:00 pm
638 Washington Street, Stoughton
- 26 "Customer Service"** 9:00 am
Workshop at the Chamber, offered by Massasoit Community College

March

- 4 Ambassador Meeting** 8:00 am
Metro South Chamber of Commerce, 60 School Street, Brockton
- 5 5th Annual Multi-Cultural Business Forum** 5:00 pm
Fuller Craft Museum, 455 Oak Street, Brockton
- 12 "Website Accessibility and the ADA"** 9:00 am
Workshop at the Chamber, offered by Adaptable
- 24 Executive Board Meeting** 3:00 pm
Metro South Chamber of Commerce, 60 School Street, Brockton
- 30 "ServSafe"** 8:30 am
Workshop at the Chamber, offered by Massasoit Community College

April

- 1 Board of Directors Meeting** 12:00 pm
Metro South Chamber of Commerce, 60 School Street, Brockton
- 3 "Cultural Competency"** 9:00 am
Workshop at the Chamber, offered by Massasoit Community College
- 3 "Discrimination"** 1:00 pm
Workshop at the Chamber, offered by Massasoit Community College
- 8 Ambassador Meeting** 8:00 am
Metro South Chamber of Commerce, 60 School Street, Brockton
- 29 28th Annual Taste of Metro South** 5:00 pm
Annunciation Greek Orthodox Church, 457 Oak Street, Brockton



Impact.

It takes the right tools to start or grow a business. And it takes customers to keep business growing.

The Metro South Chamber of Commerce builds strong businesses and communities by connecting you to new customers and suppliers, as well as to those who influence the local economy and quality of life.

Access to the right tools. One more way the Chamber makes an impact.

METRO SOUTH
CHAMBER OF
COMMERCE

*Leading Businesses.
Leading Communities.*

**To join the chamber call 508.586.0500
or visit www.metroouthchamber.com**

Note: All meetings are held at the Metro South Chamber Office or Metro South Business Assistance Center (BAC), Sixty School Street, Brockton unless otherwise indicated.

GOOD News

Members - send Good News to
estratton@metrosouthchamber.com

Sponsored by: Good Samaritan Medical Center

Upcoming Exhibitions at Fuller Craft Museum: **James Grashow: The Great Monkey Project**

Imagine a riotous mob of monkeys, gleefully taking up residence above your heads. That's just what you'll find at Fuller Craft Museum's exhibition The Great Monkey Project. Created by Connecticut artist James Grashow, this site-specific installation includes eighty life-size monkeys made entirely out of cardboard. The artist transforms the gallery into a whimsical theatre of simian forms as he elevates a throw-away material into the best kind of monkey business. The exhibition is open February 15 - September 30, 2020 with a reception on Sunday, April 5th from 1-3PM. To learn more visit www.fullercraft.org.

Jovita Carranza Pledges to Create More Opportunities for Women, Underserved, and Veteran Entrepreneurs

Jovita Carranza now serves as the 26th Administrator of the U.S. Small Business Administration. Administrator Carranza will lead the only federal agency exclusively dedicated to assisting small business owners and entrepreneurs in starting, growing, and expanding their businesses. Additionally, the SBA provides targeted recovery support in the event of a declared disaster. This is Administrator Carranza's second tenure at the SBA. She served in the George W. Bush Administration as Deputy Administrator, from 2006-

2009. The President nominated Administrator Carranza to lead the SBA while she was serving as the 44th Treasurer of the United States. She was confirmed by the U.S. Senate in a strong bipartisan vote of 88-5. To learn more visit sba.gov.

Rotary Club of Brockton's 6th Annual Pancake Breakfast with the Easter Bunny, April 4th

The Rotary Club of Brockton will celebrate it's 6th Annual Chief Burrell Memorial with a Pancake Breakfast featuring the Easter Bunny! Saturday, April 4th, from 8:00 am - 11:00 am at the Annunciation Greek Orthodox Church located at 457 Oak Street in Brockton. Come have your photo taken with the Easter Bunny. There will also be kids entertainment, raffle items, a silent auction, and musical entertainment by the Brockton Symphony Orchestra. Tickets are available at the door, \$5 per person, children under 3 years of age are free.

North Easton, MA - Morse Insurance Agency's President, Daniel T. Morse, Selected 2020 Chairman of Massachusetts Association of Insurance Agents (MAIA).

About the appointment, Mr. Morse says, "Fifteen years ago, I joined MAIA. Since then, I have served in many roles, but none so great an honor as the one I am about to step into. It is quite humbling to realize that I will be representing over 1,200 Massachusetts

independent agents as the 2020 MAIA Chairman." The MAIA is the leading trade association for independent insurance agencies in Massachusetts and the estimated 9,000+ people they employ. The association's primary mission is to strengthen and elevate the independent insurance agency system through advocacy and promotion, quality education, key insights and advice, market access, and essential products. To learn more visit www.moresins.com.

Advancements in Solar Energy in 2020

The solar industry experienced a lot of firsts in 2019. The U.S. surpassed 2 million solar panel installations, a number projected to double in just four years. Consumers are paying 23% less for solar today than five years ago. This past spring, renewable energy generated more electricity than coal, and thanks to progressive state policies, 1 out of 4 U.S. citizens live in a region with a 100% clean energy target. Over 10 million people used EnergySage in 2019. With solar costs declining and interest growing, 2020 is expected to be the best year for solar yet. With the support of our partners and growing installer network, we're eager to continue helping homeowners and businesses across the country save money, all while taking one of the most significant and impactful actions possible to combat climate change. In 2020, expect more community solar, battery storage and other exciting announcements. Learn more at energysage.com

Kids at Heart Fundraiser to Benefit Children who Have Experienced Trauma

Join Family and Community Resources Saturday, February 29th from 7-11PM at Raynham Park's Promenade Lounge for a night of music from "The Real Deal", Italian Kitchen, cash bar, and raffle prizes. Visit fcr-ma.org for more info.

Black Suffragists: Women Leading the Way Feb. 12 at Lingos, Brockton Main Library

Panel discussion with Moderator Courtney Henderson, Chair of the Brockton Area NAACP WIN (Women in NAACP) Committee, participants Marita Rivero, President and CEO of Museum of African American History - Boston and Nantucket, Charlene Green, President of the Boston Section of the National Council of Negro Women (whose organization founder Mary McLeod Bethune, was a Suffragist) and Paula Austin, Assistant Professor African-American Studies Boston University. Light refreshments will be served. Contact: bpl.suffrage@gmail.com

FDI Online Training Course Online March 10

Foreign Direct Investment (FDI) and exporting are now essential components of a local economic development strategy. Incorporating them into your organization's strategic plans, though, can be tricky - requiring an understanding of everything from foreign business climates, to public and private financing programs, to the importance of trade shows. Register: <https://bit.ly/2GPDIX9>

Health Care Matters

Sponsored by: Good Samaritan Medical Center

235 North Pearl Street, Brockton, MA 02301

508-427-3000

www.goodsamaritanmedical.org

Good Samaritan Medical Center

A STEWARD FAMILY HOSPITAL



Good Samaritan Medical Center Welcomes John Roe, MD, Orthopedic Surgery and Sports Medicine

BROCKTON - Good Samaritan Medical Center is pleased to announce the appointment of John Roe, MD, to the medical staff.

Dr. Roe completed his undergraduate degree at Stanford University and post-baccalaureate program at the SUNY Buffalo Associated Medical Schools of New York. He received his medical degree from Albert Einstein College of Medicine of Yeshiva University and completed his residency in orthopedic

surgery at Albert Einstein College, Montefiore Medical Center. He went on to complete his fellowship in orthopedic sports medicine at the University of Texas Health Science Center at Houston, McGovern Medical School, Memorial Herman IRONMAN Sports Medicine Institute.

Dr. Roe joins Stephen McNeil, MD, at the Steward Medical Group Orthopedic and Sports Medicine Center in North Easton. Dr. McNeil is the Chairman of Orthopedic Surgery, Good Samaritan Medical Center.

Dr. Roe is accepting new patients at Steward Medical Group Orthopedic and Sports Medicine Center, 3 Washington Street, Suite 300, North Easton MA, (508) 205-9630.

Steward Medical Group Orthopedic and Sports Medicine Center offers comprehensive, personalized orthopedic care, the most advanced joint replacement

techniques, sports medicine therapies, as well as general orthopedic care.

About Good Samaritan Medical Center:

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 has the Gold Seal of Approval from the Joint Commission on Accreditation of Health Care Organizations. Good Samaritan Medical Center is part of Steward Health Care System. To learn more visit www.goodsamaritanmedical.org.



John Roe, MD

Cyber Security Brunch with HUB Tech, March 27

Friday, March 27 | 11:45 AM - 1:30 PM | Louisson Board Room @ Massasoit Community College



Join us on Friday, March 27 for a Good Morning Metro South brunch hosted by Massasoit Community College in the Louisson Board Room, 1 Massasoit Blvd in Brockton from 11:45am - 1:30pm. We are excited to announce the featured speaker for this brunch will be Joseph Lovetere, HUB Technical Services who will be speaking about cyber security.

"Joe Lovetere serves as President of HUB Tech and is responsible for overall operations. Joe has led HUB Tech's continual evolution in the everchanging IT world to ensure client needs are met and expectations exceeded. HUB Tech is a long term HP and HPE Gold partner. The company has achieved 10 years of double-digit growth. Joe has over 35 years experience in enterprise computing services having served Compaq/Digital for 18 of those years as a Distributed Account Manager and Field Service Engineer. While at Compaq, Joe received numerous awards for his achievements in customer satisfaction and sales growth. Prior to joining HUB Tech in 2001 he served as Sales Support Manager for a computer reseller and is an accomplished real estate developer. Joe has a history of community involvement and currently serves as Vice Chairman of the Board for MassHire BWB. His leisure time is spent with family and working on collector cars."

Registration is required for this event. Tickets are \$25 for members and \$35 for non-member. Please contact Lexi at areinertson@metrosouthchamber.com or 508-586-0500 x231 for questions.



Joe Lovetere, HUB Technical Services

City Tour Showcases Development Throughout Brockton



(Above) Rob May, (center) Director of Planning and Economic Development for the City of Brockton during a recent TDI / REDO Tour of the City, showcasing current and future construction and development with our MOBD Representatives Sue Whitaker (left) and Margaret Laforest (right) in attendance.



(Right) 47 West Elm Street in Brockton previously a vacant lot, now in the process of becoming a 44-unit five-floor high-end apartment building being developed by Geoffrey Anatole, owner of South Shore Property Management.



"One Brockton" Economic Development Study



An MIT Student Presentation on Inclusive Economic Development and a Proposed Transit-Oriented Development in Brockton will take place on Tuesday, February 11 from 5:00 PM - 6:00 PM at City Hall, GAR Room, 45 School Street in Brockton. This presentation is open to the public.

\$1.5 Million Restaurant Grant Revitalizing Downtown

"Warren, Markey, Lynch Announce \$1.5 Million HUD Loan Guarantee for Brockton's Downtown Dining District. City Will Use Funding to Create Loan Program to Attract Restaurants Downtown."

Brockton, MA - United States Senators Elizabeth Warren (D-MA) and Edward J. Markey (D-MA), along with Congressman Stephen F. Lynch (D-MA-08), have announced that the U.S. Department of Housing and Urban Development (HUD) has awarded a \$1.5 million Section 108 Loan Guarantee to the City of Brockton for its Downtown Brockton Restaurant Infrastructure Fund (DBRIF) project.

The fund -- which is expected to create or retain at least 43 full-time jobs -- will provide low-interest financing for eligible businesses and investors to promote and encourage the creation of new restaurant options in the dining district within the Brockton's Downtown Urban Revitalization District.

"This federal support is terrific news for Brockton and will help the City continue its efforts to revitalize the downtown area and grow the local economy," Senator Warren said. "I congratulate Brockton officials on this well-deserved award and look forward to supporting Mayor Sullivan as he helps this important project move forward."

"This federal funding will help Brockton set a welcoming table for local diners, visitors, and businesses who can all benefit from Brockton's growing downtown area," said Senator Markey. "I congratulate Brockton for securing this vital funding and look forward to partnering with Mayor Sullivan to support future economic development efforts."

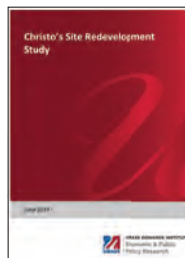
"I am very pleased to see the City of Brockton receive this federal assistance that will help their expansion efforts for the downtown area," said Representative Lynch. "Congratulations to Mayor Sullivan and all of Brockton's officials on receiving this award, and I look forward to working in conjunction with the City of Brockton and Senators Warren and Markey to continue to ensure Brockton receives the necessary federal funding to support its revitalization project."

"This fund will be of huge benefit to Downtown Brockton. Restaurants are a crucial part of creating any thriving neighborhood. I am grateful to the federal delegation for securing this loan guarantee and making investment in Brockton a priority," said City of Brockton Mayor Robert F. Sullivan.

For more information on the City of Brockton's downtown revitalization plan, visit brockton.ma.us/wp-content/uploads/2018/10/brockton-urp-voted-by-city-council.pdf.

"Warren, Markey, Lynch Announce \$1.5 Million HUD Loan Guarantee for Brockton's Downtown Dining District: U.S. Senator Elizabeth Warren of Massachusetts." Warren, Markey, Lynch Announce \$1.5 Million HUD Loan Guarantee for Brockton's Downtown Dining District | U.S. Senator Elizabeth Warren of Massachusetts, 23 Jan. 2020, www.warren.senate.gov/newsroom/press-releases/warren-markey-lynch-announce-15-million-hud-loan-guarantee-for-brocktons-downtown-dining-district.

Christo's Development Site Study & Hearing



The former Christo's site and the former Massasoit Conference Center together offer a great opportunity for development in a commercial district. The Chamber recently commissioned a study of the sites through the UMass Donahue Center, a division of the UMass President's office. The site has proven helpful to getting everyone on the same page in terms of the site particulars and the various uses that would most likely benefit from its close proximity to health care, education, transit, entertainment, retail and food/groceries. A series of

hearings are scheduled to take place at the Mary Baker Elementary School on N Quincy Street in Brockton. For more details contact City Planner Rob May at (508) 580-7113.

State Director Cantwell Addresses Chamber



State Director for U.S. Senator Markey, Jim Cantwell.



Deb Salvucci, Dean of Meehan School of Business at Stonehill College; interviewed by Sue Joss, Brockton Neighborhood Health Center.



Former Senator Vinny deMacedo, Bridgewater State University; David Teixeira, Mattress Maker of New England; Jim Cantwell, State Director; and Chris Cooney, Metro South Chamber.



State Representative Gerry Cassidy; Sue Joss, Brockton Neighborhood Health Center; Gerry Nadeau, Rockland Trust; State Director for U.S. Senator Markey, Jim Cantwell; Kerry Richards, Chief of Staff, City of Brockton; Richard Hynes, Barbour Corporation; and Chris Cooney, Metro South Chamber of Commerce.

Trial in Washington D.C.

Cantwell touched on points regarding the Green New Deal, higher education, infrastructure, immigration and workforce, and committee work.

Deb Salvucci, award-winning Dean of the new Meehan School of Business at Stonehill College was interviewed and introduced the newest program to the region. The new \$35 million accredited Leo J. Meehan School of Business offers students a robust suite of resources and certified program options.

The following elected & selected officials were also in attendance: State Representative Gerry Cassidy; Plymouth County DA, Tim Cruz; Robin Muksian Grimm, Town of Stoughton; Kerry Richards, Chief of Staff, City of Brockton; and Tim Sullivan, School Committee, Ward 7.

To view more photos from this event, visit [flickr.com/metrosouthchamber](https://www.flickr.com/photos/metrosouthchamber/). Photos courtesy of Rich Morgan Photography.

SCORE Business Plan Workshop - SOLD OUT!



SCORE: Building an Effective Business Plan workshop 1/29/2020

SCORE's most recent workshop held at the Metro South Chamber taught business owners and entrepreneurs how to build an effective business plan. The room was at capacity as representatives from SCORE, SEED Corp., and HarborOne Bank offered helpful resources regarding developing a sound business plan, identifying weaknesses, opportunities for improvement, help create focus, set up meaningful milestones and measurements, and small business loans. Presenters include Tim Nelson of SCORE, Jessica Mello of SEED Corp., and Kelvis Camilo of HarborOne Bank.

To register for future SCORE workshops, visit sema.score.org or contact the Chamber at (508) 586-0500.

New Mayor and Schools CFO Address Chamber Board

Newly elected Mayor of Brockton, Bob Sullivan and Brockton Schools CFO, Aldo Petronio addressed the Chamber's Board of Directors recently to open dialogue and communication. The Mayor and city of Brockton are proposing several new initiatives including the purchase of the regional desalination water plant, water/sewer infrastructure improvements and a major High School renovation project. At a combined cost of nearly four hundred fifty million dollars, the city is reaching out to the business community to share information and possible funding proposals. City officials are hoping the majority of these improvements can be covered by borrowing bonds while preventing any significant increase to commercial tax rates.



Mayor Sullivan addresses Chamber Board of Directors in January

The Chamber has responded positively to Mayor Bob Sullivan's commitment to adopt a more predictable permitting and inspection process for commercial developments. The Mayor has stated he would like to adopt best practices, as soon as possible, resulting in a process that allows business owners a quick and clear indication as to what may be allowed and supported in the development of businesses in the city. He has stated he wants the business and investor community to know the City of Brockton is open for business with city leadership committed to helping them grow and locate in the city. Several statistics point to the future of Brockton directly linked to the value of commercial property rising through creating an increase in demand for real estate in Brockton.

"Brockton must come together under the Mayor's leadership to make investing in Brockton a transparent, efficient and pleasant experience. It will greatly assist in getting more investors to the city while driving the demand for Brockton commercial real estate up toward where we all know it should be. Brockton's location and value is unmatched with twenty miles of Boston, said Chris Cooney, Chamber president and CEO.

Workshop Go-ers Learn Value of Strategic Planning



Marcy Venezia, GleeWorks Strategic Plan workshop, 1/30/2020

Marcy Venezia, GleeWorks recently hosted a Strategic Planning workshop at the Chamber, sharing ideas on how to focus company efforts for success in 2020. Attendees learned how to set clear goals and the importance and value of strategic planning.

GleeWorks Mindfulness Business and Personal Consulting incorporates business expertise, project planning and mindsets research to help clients develop actionable strategic plans and overcome challenges. To learn more visit gleeworks.net. Photo courtesy of Rich Morgan Photography.

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Meet the Metro South Chamber Staff



Chris Cooney, President & CEO

Chris is an experienced leader with over twenty-five years of demonstrated success driving innovation in support of economic development, community development and entrepreneurship. Achievements include demonstrated success in organizational growth and influence as a result of commitment to mission, vision and participative strategic planning. He is an accomplished and respected leader, with the ability to develop trusting, engaged teams that deliver on organizational goals. Chris is a UMass-Dartmouth alumnus with a degree in Economics, he also holds an MPA with honors from Suffolk University.



Emma Stratton, Communications

Emma is Director of Communications. She designs and produces the Chamber's Book for Business, monthly Action Report newsletter, weekly e-Update, and social media pages. In addition, she creates event marketing pieces, press releases, and manages the Chamber website. Emma is also responsible for tracking economic development and Chamber initiative progress. She is an alumna of Bridgewater State University with a degree in Art. She holds a double concentration in Graphic Design and Photography, as well as a minor in Art History. Emma loves animals. In her free time, she enjoys exploring nature, drawing, and watching documentaries.



Lexi Reinertson, Programs & Events

Lexi is Director of Programs & Events and is responsible for all Chamber programs and events. This includes the monthly Good Morning Metro South breakfasts, Business After Hours, The Small Business & Entrepreneur of the Year Awards Luncheon and Expo, the Taste of Metro South, The ATHENA Award & Women's Expo, and the Chamber's Annual Meeting and Business Expo. Lexi graduated from UMass Dartmouth with a Bachelor's in Marketing and a minor in Management Information Systems. In her spare time, she plays/coaches' basketball, enjoys relaxing at the beach, and loves watching Friends (tv show).



Kayla May, Member Engagement

Kayla performs administrative assistant and general office duties that ensure efficient internal operations and member satisfaction. Kayla is a Brockton native and a graduate of South Eastern Regional Vocational Technical High School with a wide range of experience including Administrative Assistance, Metal Fabrication, Veterinary Assistance, and Medical Assistance. Kayla enjoys spending time with her many pets including a bearded dragon.



Marcy Venezia, Membership Development

Marcy through Nightingale Group LLC DBA GleeWorks, provides membership development, engaging potential new members. She also helps existing members with business networking and guidance. She is a board member of Easton Area Networking Group USA which is affiliated with the Chamber, the owner of GleeWorks Holistic Coaching, and on the leadership Council for Above the Clouds Kids. Marcy holds an MBA from Northeastern University, BSN from Boston University (RN), BA in sociology/counseling from Skidmore College and is a certified Project Manager Professional. She has 4 children, is a taekwondo practitioner, enjoys sports and traveling and has bullfighting experience.

deLacy of UMass Dartmouth Joins Staff

Evan deLacy has filled the position of Member Relations Coordinator at the Metro South Chamber of Commerce. A recent UMass Dartmouth graduate, Evan comes to the chamber with a degree in Marketing and a minor in Finance.

deLacy recently participated in an Economic Outlook survey that the Chamber had commissioned the UMD Center for Marketing Research to complete for the region. Evan was responsible for producing graphs and analyzing collective data from business owners across Metro South.

In his position at the Chamber, Evan will be responsible for promoting the Chamber and its products and services to prospective and existing members. Evan can be reached at edelacy@metrosouthchamber.com or (508) 586-0500 x 227.



Evan deLacy, Member Relations Coordinator

Priority Development Sites Sought for New Study



(Seated, L-R) Lexi Reinertson and Chris Cooney, Metro South Chamber with UMD Marketing students.

The UMD Center for Marketing Research is conducting a study seeking to identify priority Development Sites as identified by the city of Brockton and nineteen towns comprising the region south of Boston. The study is being commissioned by the MSCC as part of a Regional Economic Development initiative. The study is being conducted by university marketing students under the direction of Dr. Nora Barnes, the UMD CMR Director. Students will be contacting the twenty communities to speak with town managers, planning officials and economic development committees to gain information regarding three priority sites for future development such as near commuter rail, in business districts or close to other amenities. The UMD CMR is celebrating 20 years of service to the community in 2020. Visit www.umassd.edu/cmr to learn more.

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28th Annual TASTE OF METRO SOUTH

April 29th @ Annunciation Greek Church
457 Oak Street, Brockton

TICKETS AVAILABLE AT WWW.METROSOUTHCHAMBER.COM

Ticket Price: \$35. Tickets must be purchased in advance.
Call Lexi, (508) 586-0500 x 231 for tickets and more information.

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

Calling All Restaurants! Taste of Metro South

We invite your restaurant to participate in the widely popular and anticipated "A Taste of Metro South." Celebrate living and working in the region with a night of food and entertainment. You provide your specialty in sample sizes for 500 people, and we provide the opportunity to market your business to the ideal target audience. Participating restaurants will be listed on our website with a logo and link, receive promotion in "The Action Report" newsletter, receive mentions on Facebook and social media, will have their logo and contact information placed in the program, and receive the opportunity for television promotion.

Sponsorships are also available. For more information, please contact Lexi Reinertson at (508) 586-0500 x 231 or email AREinertson@metrosouthchamber.com. Download the vendor application and see photos from last year at metrosouthchamber.com/events/taste.

DO YOU KNOW OF A NEW RESTAURANT IN TOWN, OR IS THERE A RESTAURANT YOU WOULD LIKE TO SEE PARTICIPATE?

SPONSORS & PAST PARTICIPANTS



Brockton High School Jazz Band!

Endless Treats!



AND MORE!

Call For 2020 Small Biz Award Nominations



The Metro South Chamber and Bank of America recognize the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. We welcome you to nominate businesses for the 2020 *Small Business of the Year* and *Entrepreneur of the Year* awards.

You may nominate your own business or any other business you deem worthy. For nomination forms, call Lexi at (508) 586-0500 x 231. You may include any additional documentation that will help illustrate why the business is deserving of the award. Nominees do not need to be members of the Chamber.

Small Business of the Year Criteria:

50 or less full-time employees (or equivalent); in business more than 3 consecutive years under the current ownership; for-profit business.

Entrepreneur of the Year Criteria:

10 or less full-time employees (or equivalent); in business less than 3 years; a for-profit business.

Companies will be rated on their creativity and imagination in the development of their business, demonstration of growth, and a reflection on internal and external social responsibility.

Nominations are due to the Chamber by April 3, 2020. Recipients will be announced at the Small Business and Entrepreneur Lunch in May of 2020.

Sponsored by:



The Enterprise

Prior Small Business of the Year Recipients

2019 Immerse Agency
2018 Just Desserts Bakery & Cafe
2017 Wood Palace Kitchens
2016 Strange Planet Printing
2015 Maguire's Bar & Grill
2014 J.M. Pet Resort
2013 Solex Payroll Systems, Inc.
2012 Vincente's Tropical Grocery
2011 McGuigan's Pub
2010 Prisco's Market
2009 MCG Partners
2008 Heights Crossing
2007 Westgate Lanes
2006 Cindy's Kitchen
2005 Northeast Wholesale Nail & Fastener Supply Co.
2004 Dupliron, Inc.
2003 Modern Auto Body
2002 United Furniture, Inc.
2001 Robert Sharkansky & Company, CPA

Prior Entrepreneur of the Year Recipients

2019 LAUNCH Web Marketing
2018 Shovel Town Brewery
2017 Epicure Wine & Jazz Bar
2016 Elvera's Cafe
2015 The Sound Lab
2014 JJ's Cafe
2013 James Tran, Sky8 Shrimp Farm, LLC
2012 Billy Michaud, Sparky's Import Repair
2011 Al Ata, Elie Baking Corp
2010 Patricia Winberg, Topnotch Design Studio
2009 Michelle Cully, XPressman Trucking & Courier
2008 Robert Monahan, UPPAbaby
2007 Howard Wright, Wright Technology
2006 Rob Peters, Rob Peters Entertainment
2005 Jeffrey Chrzanowski, Spark Street Autobody
2004 Charles Bernard, The DJ Experience
2003 James Messinger, The Crazy Chefs Caterers
2002 Jerome Offutt, Top Quality Staffing
2001 Randy Yanoff, Eye of the Tiger Karate

ATHENA Award - Call for Leadership Nominations

This June, the Metro South Chamber of Commerce and Eastern Bank will present the 22nd Annual **ATHENA Award** to an exceptional individual who has achieved excellence in their business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

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

To nominate an individual for an ATHENA Award, or for more information please contact Lexi Reinertson at (508) 586-0500 x 231 or email AREinertson@metrosouthchamber.com. Learn more online at metrosouthchamber.com/events/athena.

Sponsored by:

The Enterprise



Upcoming Workshops at the Chamber

To learn more about any of these workshops or to register, visit metrosouthchamber.com/workshops.

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!)

Website Accessibility and the American with Disabilities Act: What's My Responsibility?

Thursday, March 12 | 9:00 am - 10:00 am

Price: \$10/members, \$15/non-members

Topic: Does your website meet ADA requirements for people with disabilities? Have you heard about web accessibility, but are unsure if your business is at risk? Is this the first you've heard about it? Mike McKenna and Chris Herlihy of Adaptable will help you understand how the Americans with Disabilities Act applies to websites and other digital media, how to assess your own website, and what to do next. You'll leave with an understanding of digital accessibility and the tools you'll need to audit your own site. Adaptable will also be on-hand after the seminar to provide you with a free, 60-second on-site accessibility review.

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!)

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!)

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!)



2020 Job, Internship, and Recruitment Fairs



**GREATER BROCKTON
WORKFORCE BOARD**



Annual Job & Internship Expo @ Stonehill College

Wednesday, February 12 from 1:00 PM - 3:30 PM

To participate contact careerservices@stonehill.edu or (508) 565-1325

9th Annual STEM Career Exploration Event @ Bridgewater State University

Wednesday, February 26 from 9:00 AM - 1:00 PM (snow date of March 4th)

To participate contact David Edwards at (508) 584-9800 x30

Recruitment Vendors @ 5th Annual Multi-Cultural Event

Thursday, March 5 from 5:00 PM - 7:30 PM

To participate contact AREinertson@metrosouthchamber.com or (508) 586-0500 x 231

Spring Job & Internship Fair @ Bridgewater State University

Thursday, April 9 from 11:00 AM - 2:00 PM

To participate contact Career Services at (508) 531-1328

Annual Job Fair @ Massasoit Community College

Sometime in April, TBA

To participate contact Kathy Pryles at (508) 588-9100 x1407

Education Career Fair @ Bridgewater State University

Tuesday, May 5 from 4:00 PM - 6:00 PM

To participate contact Career Services at (508) 531-1328

New Internship Program at Massasoit



Massasoit Community College offers students and local employers the opportunity to enter into mutually-beneficial

work relationships through their internship program. Internships are educational experiences in which students work for a local employer/host company in a position related to their field of study. Through observation, hands-on work experience, and reflection, students leverage what they learn in the classroom to contribute to the success of the host company they work for.

A growing number of employers are utilizing college internships as a means to temporarily add skilled workers to their staff while identifying prospective employees for the future. According to a 2019 study by the National Association of Colleges and Employers (NACE), employers converted 56.1% of interns into full-time employees and experienced a 71.4% one-year retention rate with those new hires. Successful internship programs offer students valuable experiential learning opportunities while greatly benefitting an organization's capacity and performance.

To learn more, visit massasoit.edu/internships-at-massasoit-community-college.

Environmental Scan of Regional Economy



**UMASS
DONAHUE
INSTITUTE**

The UMass Donahue Institute is currently conducting an environmental scan of the Metro South Region at the request of the Metro South Chamber of Commerce. The Scan will focus

on areas of regional concern with an emphasis on the city of Brockton as the largest population center within the region. Transportation, water, sewer, land-use, housing, infrastructure, investment, industry, and emerging sectors are all being considered in the data being collected and analyzed for the study. The study is designed to be a helpful resource for consideration of future resource allocation and priorities. The completed study will be shared online at metrosouthchamber.com/studies where several recent chamber studies can also be reviewed. To learn more about the UMass Donahue Institute, visit donahue.umassp.edu.

SCORE: 6 Simple Steps to Increase Business Referrals

Would you buy a mattress online? Probably not, unless someone you trust highly recommends it. According to market statistics, word-of-mouth referrals increase a customer's likelihood of buying four-fold.

1. Form partnerships inside and outside of your business.

Satisfied customers are vital for referral programs, but they're not your only source. You can form referral partnerships with just about anyone who touches your business, including customers, vendors and, of course, your employees and contractors.

Uber has mastered this concept by offering referral rewards to drivers. All drivers receive points for certain tasks that sign up new drivers, as well as riders. Riders can receive referral rewards as well, of course, and everything is easy thanks to app dashboards on everyone's phones. This is definitely a win-win program.

2. Generate online reviews from happy customers.

3. Offer referral incentives.

4. Use social media wisely.

5. Make referrals virtually automatic, whenever possible.

6. Create a strategic network.

Want to read the rest? Visit www.sema.score.org and subscribe to their Partners in Success Newsletter! This article can be found in the February 2020 edition, Volume 1 Issue 3.



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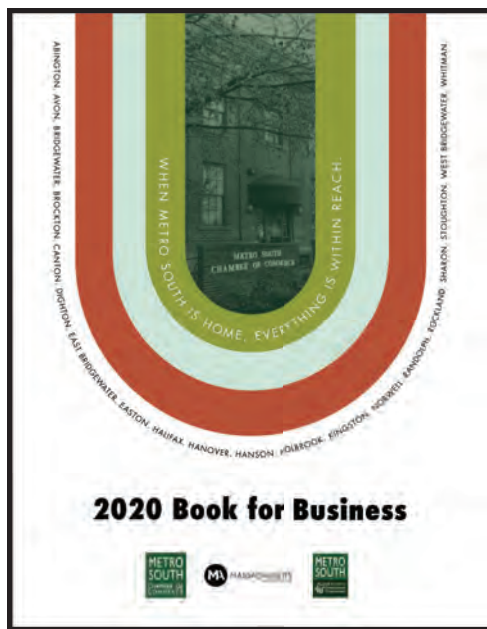
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Advertise in the 2020 Book for Business!

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 8,800 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 to learn more. Visit metrosouthchamber.com/book-for-business for more info.

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TO OVER
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BUSINESSES
ACROSS
THE METRO
SOUTH
REGION!**

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

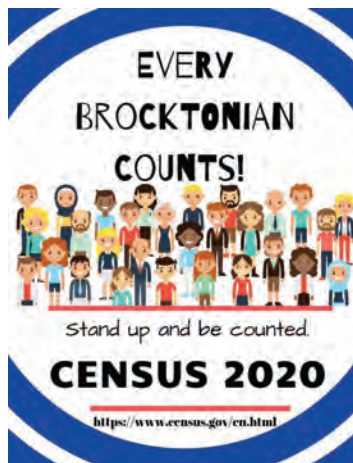
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For more info or to set up an appointment contact Marcy for Membership! Call (508) 586-0500 x 229 or email MVenezia@metrosouthchamber.com. You can also find more information on our website at www.metroouthchamber.com.

Stand Up and Be Counted; 2020 Census



An accurate census count results in more representation and resources for the region.

The 2020 Census is hiring hundreds of residents for office and field positions to conduct the 2020 Census. Learn how you can help collect important data that will determine your state's representation in Congress, as well as how funds are spent in your community on things like roads, schools, and hospitals.

For more information on extra income, flexible hours, weekly pay, and paid training, apply online at 2020census.gov/jobs. Full and part-time jobs are available.

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Brockton Plumbing & Heating Supply
Brockton VNA
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Chin Management/McDonald's
Concord Foods, LLC
Cushman Insurance Group
Eastern Bank
Four Points Realty
Hampden Technologies

HarborOne Bank
Independence Insurance Agency
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Massasoit Community College
Murphy, Hesse, Toomey & Lehane, LLP
National Grid
North Easton Savings Bank
Pinecraft Signs & Graphics
Pressure BioSciences, Inc.
Siri C. Steinle Orthodontics
The Brockton Rox
Unified Family and Youth Network
W.B. Mason Company, Inc.

Travel to Vietnam! November 1, 2020

The Metro South Chamber of Commerce is partnering with Citilinc 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.

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



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

To succeed, you have to stay ahead of the competition; whether you're looking for a business direction sheet or working to tap into value creation, connect with a SCORE mentor to help you! If you're just starting a business, SCORE mentors can provide the practical action plan, education and tools you need to open your doors and establish a customer base.

Already own a business? Our volunteer mentors can help identify ways to increase profit, improve employee and customer satisfaction, and achieve work/life balance. With SCORE, you can have the honest, confidential and sometimes tough conversations about raising money, motivating your team, marketing your business, and other topics.

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

February 6: *Creating a Sales Funnel to Increase Revenue*

February 11: *Ask the CPA 2020 - Tax Advice for Small Businesses*

February 13: *7 Steps to Starting a Business on a Shoestring Budget*

February 20: *Developing Your Overall Marketing Strategy*



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. For more information about Chamber Membership and Networking Groups contact Marcy at 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.



The **Bridgewater Business Association (BBA)** promotes unity between local government and the business community and is committed to promoting goodwill among business owners, operating in an ethical manner, and supporting the community they serve. Visit bridgewaterbiz.biz for more information.

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



The **Norwell Chamber of Commerce's** mission is to promote the civic, economic and social welfare of its members and the Town of Norwell. They actively assist the Chamber members with the challenges of business growth, management and entrepreneurship. Visit norwellchamberofcommerce.com for more information.



The **East Bridgewater Business Association (EBBA)** was founded in 1993 "to promote a healthy business environment in East Bridgewater and to provide services to assist its members including education, networking and fellowship." Please visit www.eastbridgewaterbiz.com for more information.



The **Avon Industrial Park Association** is a non-profit group seeking to advance the advocacy and business of its members in public and private affairs. Membership is open to all companies who operate within the confines of Avon Industrial Park in Avon, Massachusetts. For more information please visit avonindustrialpark.org.



Randolph Chamber of Commerce is a not-for-profit corporation founded in 1986 representing businesses in Randolph and the surrounding communities. The chamber provides leadership in fostering business success, growth and development. Visit www.randolphchamberofcommerce.com for more information



The **South Shore Women's Business Network (SSWBN)**, established in 1991, was the inspiration of six women who felt that the needs of women in business were not being met by traditional organizations. They further believed there was a need for an organization that would provide networking opportunities to women and business owners on the South Shore. Visit sswbn.org for more information.

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www.gleeworks.net

Marcy Venezia provides workshops and consultations when you or your company are facing people, marketing or planning challenges. Her unique approach incorporates mindsets, physiology, sociology and thoughtful business practices, to provide the perspective and tools you need to meet and overcome difficult challenges. She uses her MBA, Nursing (RN), and Sociology/Counseling degrees and Project Management PMP Certification to deliver results.

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381 Washington Street, Braintree • (781) 228-6179
www.yourcbdstorebraintree.com

At Your CBD Store, Braintree, MA; It is our goal to provide an elite Hemp Extract product that utilizes natural plant synergies, all the while creating an informed consumer who will demand transparency and high-quality products that will push our industry to new heights.

Computer Sports Medicine, Inc.

16 Tosca Drive, Stoughton • (781) 818-3813
www.csmi.com

CSMI is a Service-Disabled Veteran-Owned Small Business (SDVOSB) established in 2002. For the past 16 years we have provided worldwide Technology Integration, Operations Support and Technical Services which includes; Fielding, Integrated Logistics Support (ILS), Asset Management and comprehensive Lifecycle Support. CSMI has successfully fielded and supported more than \$1 Billion in technology and services in support of our customers.

InVastor, Inc.

55 Knapp Center, 4B, Brockton • (774) 296-8985
www.invastor.com

The easiest way to conveniently ship anything fast!! We deliver anything: Order anything, legal and we will deliver. From shoes to furniture. Chat with partner in realtime: Chat with your partner as he proceeds to deliver. Ship from anywhere: Place and track your order from the comfort of your location

LiftTruck Parts & Service

140 Manley Street, Brockton • (413) 896-4576
www.lifttruckmass.com

LiftTruck Parts & Service is a full service material handling company, providing fleet sales, new and used equipment sales, financing, on-site preventive maintenance and emergency service as well as a wide range of OEM and aftermarket parts. As an authorized dealer of Clark, Doosan and Komatsu, we pride ourselves in finding exactly what it is you're looking for to fulfill your requirements.

BUSINESS EVENTS Planner**February 14, 2020****Good Morning Metro South**

11:45 am - 1:30 pm

Thorny Lea Golf Club

159 Torrey Street, Brockton

Join the Chamber for a government affairs focused business brunch with Congressman Kennedy III.

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

Register online: metrosouthchamber.com/calendar

February 18, 2020**Ribbon Cutting & Grand Opening**

5:00 pm - 7:00 pm

Planet Fitness

638 Washington Street, Stoughton

Join the Chamber for a ribbon cutting ceremony followed by a Grand Opening Party courtesy of Planet Fitness.

Cost: Free!

Register online: metrosouthchamber.com/calendar

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

5:00 pm - 7:30 pm

Fuller Craft Museum

455 Oak Street, Brockton

Join the Chamber for a night of networking and a multi-cultural business forum & expo.

Cost: Free!

Register online: metrosouthchamber.com/calendar



LIVE



WORK



SHOP



PLAY

www.BuyBrockton.org

March 27, 2020**Good Morning Metro South**

11:45 am - 1:30 pm

Massasoit Community College

1 Massasoit Blvd, Brockton

Join the Chamber for special brunch focused on cyber security at the Louison Board Room @ Massasoit.

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

Register online: metrosouthchamber.com/calendar

**WEDNESDAY,
APRIL 29**



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.