Tech Experts Speak Cyber Security at March Good Morning Metro South

Friday, March 27 | 11:45 AM - 1:30 PM | Student Center Building @ Massasoit Community College | Brockton Campus

Join us Friday, March 27 for a Good Morning Metro South brunch hosted by Massasoit Community College, 11:45 am - 1:30 pm. Our speaker for this event is HUB Technical Services President, Joe Lovetere.

Along with a panel of experts, Joe will present some of the Cyber Security strategies companies and organizations are using to combat the ever-expanding threat of network and data breaches. Security must keep pace with the ever-changing technology. New vulnerabilities and concepts are developed by cyber-criminals constantly, learn about the threats and what steps can be taken to improve your security posture as a defense. The HUB Tech Security framework helps to keep you one step ahead of security threats in any IT environment.

You’ll learn about data protection and compliance, email and endpoint security, identity and password management, mobile and network security, advanced threat detection, security training, and more. Visit metrosouthchamber.com/GMMS to register. Learn more on page 2.

28th Annual Taste of Metro South - New Location, Same Great Event!

Wednesday, April 29 | 5:30 PM - 8:00 PM | Annunciation Greek Orthodox Church | 457 Oak Street, Brockton

We invite your restaurant to participate in the very popular and highly anticipated Taste of Metro South! 500+ potential customers in attendance, over 35 diverse, delicious area restaurants expected. Also featuring live entertainment and giveaways. Celebrate living and working in the Metro South region!

Metro South is home to a variety of multi-cultural cuisines, unique hidden gems, and fine dining options. A Taste of Metro South celebrates these restaurants, placing them in front of local consumers and businesses by showcasing their specialties for a local audience. Guests receive delicious samples and a directory of participating restaurants. This is your opportunity to participate in the premier food and entertainment event of the year while receiving FREE MARKETING for your business! Continued on page 8...

Small Business & Entrepreneur of the Year: May 20th!

Small Business & Entrepreneur of the Year Awards | Wednesday, May 20 | 12:00 PM - 1:30 PM | Location TBA

CALL FOR NOMINATIONS!

Send us your suggestions for Small Business & Entrepreneur of the Year to be recognized on Wednesday, May 20 at the 20th annual awards ceremony.

Nomination guidelines on page 8. Visit metrosouthchamber.com/small-biz-awards-expo to download a nomination form, deadline to submit is April 17th.

Bank of America

Friday, March 27 | 11:45 AM - 1:30 PM | Student Center Building @ Massasoit Community College | One Massasoit Boulevard, Brockton

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-members. Register online at metrosouthchamber.com/calendar.

Space is very limited and available on a first come - first serve basis. This event will sell out, so register now and bring your HR / security team! Please email Lexi at areinertson@metrosouthchamber.com or call (508) 586-0500 x 231 for assistance.

Upcoming Workshops at the Chamber

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.

DCAMM: Contractor Certification Workshop
Thursday, March 19 | 10:00 am - 12:00 pm
Price: Free!
Topic: The Division of Capital Asset Management and Maintenance (DCAMM) would like to invite you to their newly redesigned Certification Workshop. This workshop is geared toward assisting the MBA/WBE and Small Construction companies in becoming DCAMM-certified. This program will cover the DCAMM Certification Online Application requirements and the process for becoming certified as a Prime Contractor, A Small Prime Contractor, and a Filed Sub-bidder for those parties interested in bidding on M.G.L. Chapter 149 and 149A vertical building construction work in the Commonwealth. This workshop will give you the tools you need to complete your DCAMM online application.

ServSafe (offered by Massasoit Community College)
Monday, March 30 & Monday, April 6 | 8:30 am - 5:00 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!)

Customer Service Camp (offered by Au Coeur Academy)
Friday, April 19 | 9:00 am - 12:00 pm
Price: $99 per employee - group discounts available
Topic: Time to Get Ready for the 2020 Season with Hands-on Customer Service Training!
DID YOU KNOW...When your customers experience positive emotions during their customer service interaction, they are 15x more likely to tell their friends and 7x more likely to purchase your products and services. At Cape Cod Customer Service Camp, your employees learn the evidence-based tools they need to consistently boost your success.
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 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!

March
12
"Website Accessibility and the ADA"
Workshop at the Chamber, offered by Adaptable
9:00 am
19
DCAMM: Contractor Certification Workshop
Workshop at the Chamber, offered by DCAMM
10:00 am
23
Ribbon Cutting @ McDonald's
McDonald's @ 715 Belmont Street, Brockton
10:00 am
Executive Board Meeting
Metro South Chamber of Commerce, 60 School Street, Brockton
3:00 pm
Good Morning Metro South: Brunch
Student Center Building @ Massasoit Community College, Brockton
11:45 am
"ServSafe"
Workshop at the Chamber, offered by Massasoit Community College
8:30 am
April
1
Board of Directors Meeting
Metro South Chamber of Commerce, 60 School Street, Brockton
12:00 pm
2
Ribbon Cutting @ Vitra Adult Day Health
Vitra Adult Day Health, 10 North Pearl Street, Brockton
4:00 pm
3
"Cultural Competency"
Workshop at the Chamber, offered by Massasoit Community College
9:00 am
3
"Discrimination"
Workshop at the Chamber, offered by Massasoit Community College
1:00 pm
8
Ambassador Meeting
Metro South Chamber of Commerce, 60 School Street, Brockton
8:00 am
16
Ribbon Cutting @ Your CBD Store, Braintree
Your CBD Store, 381 Washington Street, Braintree
4:00 pm
29
Customer Service Camp
Metro South Chamber of Commerce, 60 School Street, Brockton
9:00 am
28th Annual Taste of Metro South
Annunciation Greek Orthodox Church, 457 Oak Street, Brockton
5:00 pm
May
5
Executive Board Meeting
Metro South Chamber of Commerce, 60 School Street, Brockton
3:00 pm
6
Ambassador Meeting
Metro South Chamber of Commerce, 60 School Street, Brockton
8:00 am
6
Business After Hours @ Eastern Bank
276 Quincy Street, Brockton
5:00 pm
8
HR Seminar with Luke Jackson
Thorny Lea Golf Club, 159 Torrey Street, Brockton
11:45 am
19
Business After Hours @ Abington Bank
Location TBA
5:00 pm

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.
MassDevelopment

Upcoming Exhibitions at Fuller Craft Museum: Serious Bling: Radical Jewelry Makeover
Radical Jewelry Makeover (RJM) is a global recycling project that spotlights the artists encourage honest conversations about the difficulties facing jewelers who strive for ethical studio practices that curtail damage to the environment and human health. Visit the Fuller Craft Museum at 455 Oak Street in Brockton through April 5th to view this exhibition.

2020 Women’s National Softball Team Headed to Brockton’s Campanelli Stadium before the Tokyo 2020 Olympics!
The 2020 USA Softball Women’s National Team (WNT) is headed to the New England area as the “Stand Beside Her” tour rolls through the United States in preparation for the Tokyo 2020 Olympic Games. On June 18, 2020, Team USA will take on a group of NCAA All-Stars in Brockton’s Campanelli Stadium as the U.S. looks to capture the Gold Medal in Tokyo where the sport of softball returns to the Olympic program for the first time since 2008. Already sold out!

Award-Winning Film, “Path of the Daff” at Brockton Garden Club’s March Meeting
The Brockton Garden Club will show “Path of the Daff,” an award-winning film, at its general meeting, 6 p.m., Monday, March 23, at Harbor Health, 479 Torrey St., Brockton. In the wake of the Boston Marathon bombing in 2013, co-owners of Olson’s Greenhouses of Raynham and many volunteers started a project to plant daffodils along the route of the Marathon. “Path of the Daff,” an award-winning documentary traces the path of one daffodil, from Holland to Boston and its placement along the route. Refreshments will be served. This event is free. Visitors and newcomers are welcome. For more information, please visit our website at www.brocktongc.org. Please RSVP at brocktongard@gmail.com in order to insure a seat for the film.

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.

Brockton Neighborhood Health Center 25th Anniversary Gala
"Brockton Neighborhood Health Center will celebrate more than a quarter century of providing healthcare to the Greater Brockton region, and honors Brockton native and renowned Washington attorney Ken Feinberg at our 2020 Gala."

EASTER BREAKFAST WITH THE EASTER BUNNY, APRIL 4th
Brockton, Massachusetts - Join us for our complimentary wine tasting event and learn about strategies to help you exit your business when nearing retirement. Hosted by Envision Bank’s EVP and Senior Commercial Banking Lender Nancy Curry, you’ll learn about business valuation, succession planning and buy-sell agreements. Guest Speakers: Fred Mariano, Financial Advisor, Infinex Investments, Inc. and Patrick M. Glynn, VP, Highland Capital Brokerage. You’ll also receive a free workbook created just for this presentation. The workbook contains key information, worksheets and questions to help you remember important points from the seminar.

The Brockton Symphony Orchestra Night of Passion, Night of Love April 26
Thrill to the tone paintings of Josef Suk and Piotr Iliyich Tchaikovsky through Pohádka, the classic Czech romantic fairytale, and Pathetique, his 6th Symphony, the quintessential musical portrait of drama and love. April 26, 3PM @ Christ Congregational Church, 1350 Pleasant St., Brockton.

Health Care Matters

Good Samaritan Medical Center

BROCKTON - Good Samaritan Medical Center has earned The Joint Commission’s Gold Seal of Approval® for Total Hip and Knee Replacement Certification by demonstrating continuous compliance with its performance standards. The Gold Seal is a symbol of quality that reflects a healthcare organization’s commitment to providing safe and quality patient care.

“We want to recognize and congratulate the orthopedic team for their commitment in providing the highest standard of care for our hip and knee replacement patients. The orthopedic team has received this designation for consistently delivering exceptional care, and most importantly, improving patient outcomes.” said Marisela Marrero, MD, President, Good Samaritan Medical Center.

The Total Hip and Knee Replacement Certification recognizes healthcare organizations committed to fostering continuous quality improvement in patient safety and quality of care,” says Mark Pelletier, RN, MS, chief operating officer, Accreditation and Certification Operations, and chief nursing executive, The Joint Commission.

The Orthopedic team at Good Samaritan Medical Center, led by Dr. Stephen McNeil, Chairman, Division of Orthopedic Surgery, includes board-certified surgeons and anesthesiologists, registered nurses specializing in orthopedics, and experienced physical and occupational therapists. Patients and families may participate in a pre-surgical education class to prepare for their surgical experience and are guided through the surgical planning and rehab process by an orthopedic nurse navigator who is dedicated to assisting patients achieve optimal results and recovery.

In addition to knee and hip replacement surgeons, the orthopedic team includes specialists in arthroscopic surgery, hand surgery, surgical and non-surgical sports medicine, orthopedic trauma, arm and shoulder surgery, spine surgery, and general orthopedics. Together, these expertly trained orthopedic surgeons perform more than 3,500 orthopedic procedures annually at the hospital and at the surgery center located in North Easton.

For more information about the Good Samaritan Medical Center Orthopedic Center of Excellence visit www.goodsamaritanmedical.org/orthopedic.

Stephen McNeil, MD, Chairman, Division of Orthopedic Surgery

www.goodsamaritanmedical.org

4 ACTION Report March 2020 www.metrosouthchamber.com
Brockton Venture Loan Fund Announced

“A new $1 million small business loan fund aims to breathe new life into small businesses in the downtown Brockton area. Elvera’s Cafe is using a loan to expand and buy new equipment, including a nitro cold brew coffee infuser.

Caffeine addicts at a downtown Brockton cafe will soon be able to sip on a nitro cold brew coffee with the optimal smoothness and a frothy head, thanks in part to a new business loan program offered to small businesses, through a partnership of community banks teaming up to inject life into the local economy.

Elvera’s Cafe, established five years ago by Brockton resident Sandra Martin at 132 Main St., is the first recipient of a small business loan through the Brockton Venture Loan Fund, which is providing loans of up to $50,000 to eligible businesses in the downtown area. Representatives of HarborOne Bank, Eastern Bank and other partners, including the nonprofit administering the loan program, NeighborWorks Housing Solutions, packed into Elvera’s Cafe on Thursday morning to celebrate the launch of the $1 million fund.

For Martin, it’s a chance to grow her business, which now has four employees who serve up breakfast foods, sandwiches, desserts and gourmet coffee, leveraging a small business loan to purchase new equipment and to start offering catering services. And it’s also an opportunity for Elvera’s Cafe, which is named after Martin’s grandmother, to buy a nitro infuser, which will allow her to make cold brew coffees with a nice, frothy head on top.

“It’s going to mean opportunity for growth,” said Martin, who’s coffee shop attracts locals downtown Brockton business people, area residents, employees and others, including visitors to the nearby district court. ‘We have a lot of loyal customers. It’s been great. Our customers are like family.’

Martin also said that she hopes the loan program can attract other small businesses to open in the downtown area, generating more foot traffic and potentially allowing her to extend the business hours of Elvera’s Cafe into the weekends, when it’s normally closed.

Robert Corley, chief executive officer of NeighborWorks Housing Solutions, said his organization is proud to be part of the initiative, which is also being supported by Crescent Credit Union, North Easton Savings Bank and Rockland Trust, along with a group called the Brockton Partnership. Corley also mentioned that NeighborWorks is building a mixed-income apartment building across the street from Elvera’s at the former Kresge department store property, with a retail component on the first floor. Corley said as more residential development occurs downtown, there will be a greater need for coffee shops, dry cleaners, restaurants and other places to socialize.

‘That’s why the timing of this Brockton venture loan fund is so important right now, to meet that need, and attract new business and support existing business,’ Corley said. ‘We’re very excited to be a part of it.’

Brockton Venture Loan Fund helping small businesses downtown Mayor Robert Sullivan said the loan fund comes as Brockton is ‘poised for greatness,’ due to its MBTA Commuter Rail stops, including one in the downtown area, and the relatively low rent in the city compared to Boston.

“If Brockton was a stock, we should all be buying it,” Sullivan said. The young professionals, who can’t afford the price point of Southie, Dorchester, Charlestown, Boston, Quincy and Braintree—they’re coming to Brockton. We welcome them with open arms. But we need to provide them the services such as this. Come here and grab yourself a bagel. I came here the other day. Best tea I’ve ever had.

James Blake, chief executive officer of the Brockton-based HarborOne Bank, the largest state-chartered cooperative bank in New England, called the loan fund an ‘angel’ fund, helping people with insufficient funding or credit to take a business they started at their home off the ground, and into a brick and mortar location in the downtown area.”

To learn more about the Brockton Venture Loan Fund, contact Elvira Calderia, Lending Director at (508) 895-1307 x 134.


Building Biotech Training in Brockton

“A core mission of the MLSC is preparing students for successful employment in the life sciences and enhancing the talent pipeline for life sciences companies in Massachusetts. A foundational piece of that core mission is supporting experiential learning opportunities for students at both the college and high school level. In particular for the life sciences, we cannot rely only on supporting students at the colleges and universities,” said MLSC President and CEO Travis McCreary. Through partnerships with industry and school districts across the Commonwealth, we can extend these experiential learning opportunities into the high school by pairing dedicated young people, such as those in Brockton, with the training, education, and career opportunities to spark and cultivate their interests in the sciences.

The month of May marked the completion of the MLSC’s intensive, biotechnology lab training program for 24 Brockton High School students. In recognition of their successful completion of the training program, students received certificates of completion and $500 stipends for their participation.

The MLSC is grateful for the partnership and commitment experienced from the ground level up in Brockton. This past year, Brockton High School biotech teacher David Mangus received the 2019 Ron Mardigan Memorial Bio-Rad Explorer Award from the National Science Teaching Association. The award recognizes and rewards an outstanding high school teacher who has made biotechnology learning accessible to the classroom.

The Apprenticeship Challenge is an amazing opportunity given to kids to help them further their knowledge in biotechnology,” said Brockton High School student Angela Thevenin, who is interested in pursuing a degree in biomedical engineering. “In this program, I believe I was given the most memorable experiences Brockton High has to offer to kids interested in going into the field of biotechnology. With the help of this program, I was given the opportunity to put one foot forward in achieving my goals for the future.”

The largest high school in Massachusetts, Brockton High School is a previous recipient of three STEM equipment grants from the MLSC. Overall, the MLSC has provided Brockton High School with approximately $400,000 in STEM equipment and supplies funding, teacher professional development, and annual support of the lab training program. As part of the MLSC’s fiscal year 2019 STEM District Grant Program, Brockton also received $200,000 for Brockton middle schools. The middle school grant will catalyze the district’s plans to adopt a comprehensive and innovative science curriculum for all seven of their middle schools.”

SBA Funds for Organizations Training Women Vets.

“WASHINGTON – The U.S. Small Business Administration today announced that nonprofit organizations, state and local agencies, and institutions of higher learning are eligible to compete for funding of up to $300,000 to deliver entrepreneurship training to women service members, women veterans, and women military spouses.

“Women veteran entrepreneurs have contributed in a major way to the growth of the U.S. economy, bringing in $10 billion in receipts over a five-year period,” said Larry Stubbsfield, Associate Administrator for SBA’s Office of Veterans Business Development. The SBA is committed to supporting women veterans with the training and resources they need to start, grow, or expand a small business.’

Eligible organizations should submit applications for the Women Veteran Entrepreneurship Training Program funding opportunity (WVETP-2020-01) through Grants.gov. Applications not submitted via Grants.gov will not be evaluated. The submission deadline is Tuesday, March 17th.”
Over 200 community members gathered at Fuller Craft Museum last week for the Metro South Chamber’s 5th Annual Multicultural Business Forum, featuring a business resource expo and woman & minority owned business panel. The event was sponsored by North Easton Savings Bank.

Photos courtesy of Rich Morgan Photography. Visit flickr.com/metrosouthchamber to view more from this event.
Congressman Kennedy III Addresses Metro South

Metro South Chamber members convened at Thorny Lea Golf Club on February 14th to hear from Congressman Kennedy III. Kennedy addressed many current affairs including issues around immigration and workforce, education, infrastructure, and social justice.

Brenda Carrens of OCES and Rev. John Denning of Stonehill College were both interviewed as program sponsors, by Board Vice Chair of Community Affairs, Mahsa Khanbabai, Khanbabai Immigration Law.

The following elected & selected officials were also in attendance: Steve McAllister of the U.S. Chamber of Commerce; State Representative Claire Cronin; Mike Lambert, Brockton Area Transit Authority (BAT); Rita Mendes; City Councilor-At-Large, Tina Cardoso; City Councilor-At-Large, Shirley Asack; Ward 3, Jeffrey Thompson (Ward 5), Jack Lally (Ward 6), and CFO Troy Clarkson.

This event was filmed and is available for view thanks to Brockton Community Access. Visit metrosouthchamber.com/chamber-videos to watch.

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

U.S. SBA Extends Strategic Alliance With Chamber

SBA Massachusetts District Director Bob Nelson visited the Chamber to discuss further collaboration and cooperation, joining for a ceremonial signing of a Strategic Alliance Memorandum. We look forward to continuing to offer business support to the region through SBA. Visit www.metrosouthchamber.com/resources/building-resource-partners/ to learn more and make an appointment to meet with SBA during Chamber office hours.

Planet Fitness Ribbon Cutting - Stoughton

The Chamber was joined by Senator Walter Timilty, State Representative William Galvin, and community members on February 18 as we welcomed the newest Planet Fitness club to the region at 638 Washington Street in Stoughton. The new facility was full of exercise enthusiasts, many of which joined in on the fun hosted by 98.5 SPORTS HUB. Lucky winners received Red Sox tickets, Rascal Flatts tickets, Boston Bruins merch, and more prizes and giveaways.

Cape Cod Cafe Hosts Chamber Board Orientation

The Chamber recently held a board member orientation at Cape Cod Cafe in Brockton, welcoming Sue Joss, Brockton Neighborhood Health Center, Mike Lambert, Brockton Area Transit Authority (BAT), and David Teixeira, The Mattress Maker of New England.

Chamber Board members represent a diverse cross-section of members from Brockton and throughout the Metro South region. Many industry sectors are represented and include both large and small businesses. The Metro South Chamber of Commerce is a private, not-for-profit business networking and advocacy organization established originally as the Brockton Board of Trade and in 1913 as a Chamber of Commerce serving Brockton and the surrounding communities. The Metro South Chamber hosts, promotes and convenes more than one hundred programs each year. It is accredited by the U.S. Chamber of Commerce with five-stars, one of only three chambers in New England to have achieved such an honor.

Take your business to the next level.

We have the business banking solutions for you!

- Business Term Loans
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Visit BridgewaterSavings.com/business-financing or call 800.356.8622
Nominate Your Favorite Small Business!

Wednesday, May 20 | 12:00 PM - 1:30 PM | Location TBA

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. Visit metrosouthchamber.com/small-biz-awards-expo to download a nomination form, or contact Lexi at AReinertson@metrosouthchamber.com (508) 586-0500 x 231 for assistance.

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 17, 2020. Recipients will be announced at the Small Business and Entrepreneur Lunch in May of 2020.

Sponsored by:

BHS Welcome Center, Inc.
Brockton Visitors Center

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.

SPONSORS & PAST PARTICIPANTS

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?

Sponsored by:

Bank of America.

The Enterprise.

Prior Small Business of the Year Recipients
2019 Immense 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 Soley Payroll Systems, Inc.
2012 Vincente’s Tropical Grocery
2011 McGuiggan’s Pub
2010 Prisco’s Market
2009 MCG Partners
2008 Heights Crossing
2007 Westgate Lanes
2006 Cindy’s Kitchen
2004 Dupilitron, Inc.

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 Ato, Elie Baking Corp
2010 Patricia Winberg, Topnotch Design Studio
2009 Michelle Colly, XPressman Trucking & Courier
2008 Robert Monahan, UPPAbaby
2007 Howard Wright, Wright Technology
2006 Rob Peters, Rob Peters Entertainment
2005 Jeffrey Chranowski, Spark Street Autobody
2004 Charles Bernard, The DJ Experience

诱发你的思考，成长为更强大的领导者。
Chamber Meets with Plymouth County Tourism Head

Chamber CEO, Chris Cooney recently met with Lea Filson, Executive Director and Paula Fisher of the Plymouth County CVB to discuss tourism and marketing. Filson was recently hired to head tourism for the county wide organization. Fisher has worked for PCDC for many years in support of tourism.

For the past thirteen years, Filson has worked in tourism in New Orleans, LA. A former broadcast anchor and reporter prior to that, she was among the industry professionals who came back after Hurricane Katrina and built visitation from seasonal to year-round in New Orleans.

Her Plymouth tie comes through the General Society of Mayflower Descendants. She served as Governor General for the Society between 2014 – 2017 and was part of the team that negotiated the donation of the National Pilgrim Memorial Meetinghouse from First Parish Church.

The three discussed a variety of state and county initiatives and how Brockton and the Metro South Region along with the route 24 corridor can play a more prominent role in future marketing. “With more than one thousand rooms throughout the region including 500 in Brockton alone, the region can play host to many travelers interested in the region while also providing an extraordinary value for hub and spoke hotel stays”, said Chris Cooney, Chamber CEO. The Chamber often participates in cooperative marketing media buys with the Convention and Visitors Bureau. Expansion of this partnership is sought for the future.

BSU & Stonehill Partner on Photonics Hub

Rev. John Denning, Stonehill College President
Fred Clark Esq., Bridgewater State University President
Lea Filson, Plymouth County CVB and Destination Plymouth General for the Society between 2014 – 2017 and was part of the team that negotiated the donation of the National Pilgrim Memorial Meetinghouse from First Parish Church.

The three discussed a variety of state and county initiatives and how Brockton and the Metro South Region along with the route 24 corridor can play a more prominent role in future marketing. “With more than one thousand rooms throughout the region including 500 in Brockton alone, the region can play host to many travelers interested in the region while also providing an extraordinary value for hub and spoke hotel stays”, said Chris Cooney, Chamber CEO. The Chamber often participates in cooperative marketing media buys with the Convention and Visitors Bureau. Expansion of this partnership is sought for the future.

The field of photonics — the use of light in everything from lasers to optic cables and its application in industries from healthcare to aviation to autonomous cars — is booming, and workers and regions who get in now will reap benefits for decades to come.

This science is poised to become an everyday necessity, and like transistors and processing chips, will pay enormous benefits to early adapters who have the workforce to pull in research and development, labs and manufacturing.

An argument can be made that the region south of Boston missed the computer and IT revolution that drove economic prosperity in the Route 128 corridor. That’s in part why the state’s $3.8 million grant for a new photonics training center and lab for this region located at Stonehill College and Bridgewater State University (BSU) is so crucial.

Stonehill and BSU are leveraging the state grant to forge a public-private regional integrated photonics hub that combines the strengths, resources, and know-how of each institution to further technology, innovation, workforce training, and manufacturing in Massachusetts in Photonic Integrated Circuits. The lab will train new technicians and also develop a badly-needed engineering workforce. Those workers will support new economic growth and development in areas such as telecommunication and data-communication, precision measurements, biomedical sensing and imaging, optic and laser development.

This center is vital because photonics is the future, not just for increasingly ubiquitous fiber-optic cables, but as a way to replace electricity in myriad applications. Photons move a thousand times faster than electrons, reduce the need for cooling and dramatically improve efficiency. As manufacturers of everything from autonomous vehicles, jets and smart phones apply photonics to new products, the demand for skilled and experienced workers will also be vast. These jobs range from technicians to engineers to research scientists.

A report published by BCC Research in 2017 shows just how high the ceiling is for photonics, estimating the $500 million global industry is expected to nearly triple to $1.4 billion by 2022. And the market for photonics just in telecommunications and computing could exceed $5 billion by 2025.

And by replacing electricity with light we are helping to make serious strides in the fight against climate change. According to the U.S. Department of Energy, cloud computing data centers use 2 percent of all the energy in the county. Switching to integrated photonics technology cuts that energy use in half.

By centering a cutting-edge training lab and education programs in the heart of Southeastern Massachusetts, the state and the colleges are creating the kind of workforce that not only supports research and development, labs and manufacturing.

The vast majority of our students at Stonehill and Bridgewater remain in Massachusetts after graduation to work, create businesses, raise families and support our economy. It’s crucial we make sure they have a step up in vibrant, cutting edge industries to support those careers and startups. This new integrated photonics hub will be a tremendous tool to achieve these goals, while also helping Massachusetts remain a national leader in technology and innovation.”

MEMBER Profile - Law Office of Philip Nessralla

Law Office of Philip Nessralla
1063 North Main Street
Brockton, MA 02301

Year Established: 1980

Products or Services: General practice of Law in areas of real estate, municipal law, zoning and land use planning, litigation, family law, contracts, and leases.

Number of Employees: 6

What is unique or special about your firm and the products and services you offer? We provide specialized and individual attention to the needs of each client striving to obtain their objectives in an effective and cost conscious manner.

What is your market area? Massachusetts.

Anything additional we should know about your company? The effective practice of law is a result of experience combined with excessive effort and attention to the details of each client's objectives. Having been in practice since 1980, I have had the opportunity to be involved in most areas of the law. I also focused a significant amount of time in Municipal Law, having served as Chairman of the Brockton Zoning Board of Appeals for 10 years and as the Brockton City Solicitor for 10 years; serving in such capacity for four mayors, and presently maintain a full time law practice. The knowledge and experience have proven to be invaluable and extremely beneficial in the private practice of law. In addition to the transactional aspects of law, I also litigate matters in both state and federal courts.

MEMBER Profile - Thorny Lea Golf Club

Thorny Lea Golf Club
159 Torrey Street
Brockton, MA 02301
(508) 584-7060
www.thornyleagc.com

Year Established: 1900

Products or Services: Golf Club

Number of Employees: 50

What is unique or special about your firm and the products and services you offer? Premium golf course with membership amenities.

What is your market area / what markets do you serve? Metro South and South Shore.

Please list awards, honors, or special recognition your firm has received. Nationally recognized golfers.

What is your main business objective concerning your customers and the business community? Private golf club/social events.

Anything additional we should know about your company? A variety of membership opportunities at Thorny Lea Golf Club. Thorny Lea Golf Club was established in 1900 as a private company of friends who, for starters, built a motley array of holes on Brockton’s West Side. Bit by bit over the next quarter-century, the members added to their property and by 1925 the full 18-hole complement of holes was in place, along with a clubhouse that fit the times. More than a century after the first ball was struck at Thorny Lea, our course remains a challenge for golfers of all ages and talents. In addition, our beautiful clubhouse has become a popular gathering place for those seeking fine dining and first-class amenities for family celebrations and community events.

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.

WELCOME NEW MEMBERS!

Reinvesting in Our Community

A Plus Blue Lion Insurance Agency
Mr. John DePina
Office 24, 1324 Belmont St., STE 201
Brockton, MA 02301
(508) 588-9000
www.aplusbluelion.com

Insurance

Acti-Kare
Mr. Christopher Daly
205 West Grove Street
Middleboro, MA 02346
(508) 217-4082
www.plymouth.actikare.com

Home Health Care

Grand Canyon University
Mr. Guimard St. Germain
5 Gloverbrook Road
Randolph, MA 02368
(781) 747-8456
www.gcu.edu/c/guimard.saintgermain

Education

Fairview Millwork and Kitchens
Mr. Aaron Clive
100 Pearl Street
Bridgewater, MA 02324
(508) 697-6128
www.fairrea.com

Remodeling Kitchen & Bath

To Join the Chamber, contact one of our Membership Coordinators

Marcy Venezia: (508) 586-0500 x 229 · MVenezia@metrosouthchamber.com
Evan deLacy: (508) 586-0500 x 227 · EDelacy@metrosouthchamber.com

RENEWING Members

Thank you!

Bank of America Merril Lynch
Colonial Maintenance Contractors Inc.
Curry College
Friend S. Weiler
Michael Haikal Real Estate
Packard Paper Corporation
Parker Property Management Inc.
Philadelphia Insurance Companies
Rexa, Inc.

Rommi Diamonds
Rose Therese Cap & Gown Company
Send Out Cards
South Shore Bank
The Enterprise
The Guardian Center for Skilled Nursing and Rehabilitation
Westgate Mall
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 Montonsett 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.

Chamber Drafts Letter of Support for Brockton Casino

With a new round of discussions regarding the Region C Casino license, the Chamber has participated in several meetings and encouraged the Gaming Commission to restart the process of choosing a site for the region C casino. After a five year delay, the MA Gaming Commission has three new members and an opportunity to entertain proposals to place the final casino in Brockton. Brockton presented the only qualified casino proposal for region C on the site of the former Brockton Fairgrounds. The recent plans feature a hotel, conference center and attractions on more than 30 acres on Belmont Street in Brockton. The site is near route 24 at exit 17 and presents an extraordinary opportunity for investment and job creation. To learn more visit www.metrosouthchamber.com/studies.

SEED Corp. Offers Brockton Business Loan Program

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

- Micro & Small Loans up to $250,000 available at 5-6%
- SBA 504 rate at ALL-TIME LOW 3.48% Fixed for 20 years for Commercial Real Estate and Fixed Assets
- Working Capital, equipment, inventory, furniture and fixtures, and leasehold improvements
- No pre-payment penalties
- Technical Assistance

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

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...
Monday, March 23  
**Ribbon Cutting Ceremony**  
10:00 am - 11:00 am  
11:45 am - 1:30 pm  
10 N. Pearl Street, Brockton  
Join the Chamber for a ribbon cutting ceremony & networking.  
Cost: Free!  
Register online: metrosouthchamber.com/calendar

Wednesday, April 29  
**Taste of Metro South**  
5:30 pm - 8:00 pm  
Annunciation Greek Orthodox Church  
457 Oak Street, Brockton  
Join the Chamber for an evening of food, fun, entertainment, and networking!  
Cost: $35  
Restaurant Participation: Free!  
Register online: metrosouthchamber.com/calendar

Friday, March 27  
**Good Morning Metro South**  
11:45 am - 1:30 pm  
Massasoit Community College  
Student Center Building, 1 Massasoit Blvd, Brockton  
Join the Chamber for a special lunch focused on cybersecurity at the Louison Board Room @ Massasoit.  
Members: $25  
Non-members: $35  
Register online: metrosouthchamber.com/calendar

Thursday, April 2  
**Ribbon Cutting Ceremony & Networking**  
4:00 pm - 6:00 pm  
Vitra Adult Day Health  
10 N. Pearl Street, Brockton  
Join the Chamber for a ribbon cutting ceremony and grand opening of the new Vitra facility in Brockton.  
Cost: Free!  
Register online: metrosouthchamber.com/calendar

Wednesday, May 19  
**Business After Hours**  
5:00 pm - 7:00 pm  
Canton Masonic Lodge  
276 Quincy Street, Brockton  
Join the Chamber for an evening of networking.  
Cost: Free!  
Register online: metrosouthchamber.com/calendar

Thursday, April 16  
**Ribbon Cutting Ceremony & Networking**  
4:00 pm - 6:00 pm  
Your CBD Store, Braintree  
381 Washington Street, Braintree  
Join the Chamber for a ribbon cutting ceremony & networking, raffles, and more!  
Cost: Free!  
Register online: metrosouthchamber.com/calendar

Wednesday, May 20  
**Small Business Awards**  
12:00 pm - 1:30 pm  
Location TBA  
Join the Chamber for an afternoon of awards & networking.  
Members: $39  
Non-members: $49  
Register online: metrosouthchamber.com/calendar

**BUSINESS EVENTS Planner**