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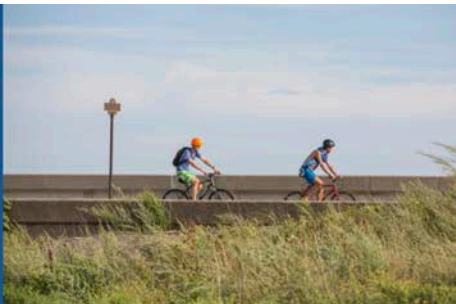
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Safely Entering Phase III, Reopening Massachusetts Guidelines

Reopening Massachusetts

The Baker-Polito Administration's comprehensive plan to safely reopen the Massachusetts economy, get people back to work, and ease social restrictions while minimizing the health impacts of COVID-19.



The Baker-Polito Administration has announced that on July 6, Phase III of the Commonwealth's reopening plan will begin and updates on gatherings will be in effect. For the City of Boston, Phase III and the gatherings order will take effect on Monday, July 13.

The Department of Public Health (DPH) also issued updated guidance to mitigate the spread of COVID-19.

**Step One of Phase III:**

On May 18, the administration released a four-phased plan to reopen the economy based on public health data, spending at least three weeks in each phase. Key public health data, such as new cases and hospitalizations, have been closely monitored and has seen a decline allowing for Phase III to begin on July 6th. Phase III will begin on July 13 in Boston.


Since mid-April, the 7-day average for the positive COVID-19 test rate is down 94 percent, the 3-day average of hospitalized patients is down 79 percent and the number of hospitals in surge is down 86 percent.

More than 1,000,000 total COVID-19 tests have been administered, and testing continues throughout the state.

The following businesses will be eligible to reopen in Step One of Phase III, subject to industry-specific rules concerning capacity and operations: Movie theaters and outdoor performance venues; Museums, cultural and historical sites; Fitness centers and health clubs; Certain indoor recreational activities with low potential for contact; Professional sports teams, under the authority of league-wide rules, may hold games without spectators.

Full guidance and list of businesses eligible to reopen in Step One of Phase III can be found at [www.mass.gov/reopening](http://www.mass.gov/reopening). Businesses and sectors set to begin opening in Phase III are subject to compliance with all mandatory safety standards. *Continued on page 5.*

Revised Gatherings Order for Massachusetts

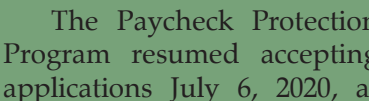


Under the updated gatherings order, indoor gatherings are limited to eight people per 1,000 square feet, but should not exceed 25 people in a single enclosed, indoor space.

Outdoor gatherings in enclosed spaces are limited to 25 percent of the facility's maximum permitted occupancy, with a maximum of 100 people in a single enclosed outdoor space. This includes community events, civic events, sporting events, concerts, conventions and more. This order does not apply to outdoor, unenclosed gatherings if proper social distancing measures are possible.

This revised order does not supersede previously issued sector guidance, and is effective beginning Monday, July 6. It will be effective Monday, July 13 in the City of Boston. *Continued on page 5.*

Paycheck Protection Program Extended through August 8



The Paycheck Protection Program resumed accepting applications July 6, 2020, at 9:00 AM EDT in response to the Paycheck Protection Program Extension Act. The new deadline to apply for a Paycheck Protection Program loan is August 8, 2020.

The Paycheck Protection Program is a loan designed to provide a direct incentive for small businesses to keep their workers on the payroll.

SBA will forgive loans if all employee retention criteria are met, and the funds are used for eligible expenses. To read more about PPP loan forgiveness, visit [www.sba.gov/funding-programs/loans/coronavirus-relief-options/paycheck-protection-program#section-header-5](http://www.sba.gov/funding-programs/loans/coronavirus-relief-options/paycheck-protection-program#section-header-5). *Continued on page 5.*

METRO SOUTH

BAC

Business Assistance Center

Starting a Business?

Need help starting your business?

Looking for money to start your business?

The Metro South Business Assistance Center Can Help!

**COUNSELING:** Individual counseling is available by appointment for start-up and existing businesses. Counselors are working or retired professionals, highly experienced and willing to share their knowledge in financing, marketing, management, and more.

**REFERENCE MATERIALS:** An outstanding collection of reference materials that include hundreds of fully detailed, step-by-step guides for every aspect of starting and maintaining a small business.

**ACCESS:** To computer and business-related software, including QuickBooks Pro, Business Plan Pro, Loan Builder, Microsoft Office, and more.

**EDUCATION:** Workshops include QuickBooks, Writing a Business Plan, SEED Commercial, Social Media Series, DCAMM Certification, and more.

(508) 586-0500 [metrosouthchamber.com/resources/business-assistance](http://metrosouthchamber.com/resources/business-assistance).

Major Sponsors:









# One-Stop Business Resource Guide in Response to COVID-19

The Metro South Chamber has developed a web resource page with current offerings for our business community affected by the COVID-19 pandemic.

Resources include business assistance loans, labor & employment updates, legislative action, support of our small businesses, best practices when working from home, and services to help maintain communication and keep business moving forward! Please visit [www.metroouthchamber.com/covid-19-resource-guide](http://www.metroouthchamber.com/covid-19-resource-guide) for a list of helpful links provided by the Commonwealth of Massachusetts, MOBD, MEMA, the Executive Office of Labor & Workforce Development, U.S. Chamber of Commerce, Small Business Administration, SCORE, SEED, MSBDC, and more.

## Free Zoom Calls Every Friday at 2:00pm with City, State, and Federal Resources.

**Social distancing is everyone's responsibility.**

**However, you can reach us. Let us know how we can best help you!**

call: (508) 586-0500 x223 email: [chris@metroouthchamber.com](mailto:chris@metroouthchamber.com)





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



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

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

CHAMBER Calendar

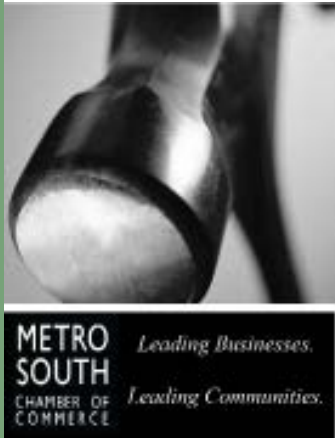
*Networking at events is one of the most effective ways to grow your business!*

July - All Postponed Events to be Rescheduled

8	Ambassador Meeting	9:00 am
	Zoom Virtual Meeting	
10	COVID-19 Resource & Recovery Update Call	2:00 pm
	Zoom Virtual Meeting	
14	Live Virtual Networking	2:00 pm
	Zoom Virtual Meeting	
15	Live Virtual Networking	10:30 am
	Zoom Virtual Meeting	
17	COVID-19 Resource & Recovery Update Call	2:00 pm
	Zoom Virtual Meeting	
22	Live Virtual Networking	2:00 pm
	Zoom Virtual Meeting	
23	Live Virtual Networking	10:30 am
	Zoom Virtual Meeting	
28	Live Virtual Networking	10:30 am
	Zoom Virtual Meeting	
29	Live Virtual Networking	2:00 pm
	Zoom Virtual Meeting	
TBA	Nominating Committee	



The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, member-to-member support, increasing awareness and promoting active participation in Chamber programs and services. To learn more, call the chamber at (508) 586-0500 or email info@metrosouthchamber.com



**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.

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

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

# UP-TO-DATE News



## MassDevelopment Monthly Office Hours at the Chamber with Jay Pateakos

Jay Pateakos, Vice President of Business Development for the South Region of MassDevelopment will host a series of virtual office hours through the Metro South Chamber of Commerce.

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

He is available the second week of each month, from 9:00-11:00 am.

July 13, 2020  
August 10, 2020

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



## Brockton Farmers Market, Opening Day Friday July 10 from 10AM-2PM on City Hall Plaza, 45 School Street in Brockton!

Every Friday, from July 10 through October 30 at the Brockton City Hall

Members - send Good News to [estration@metrosouthchamber.com](mailto:estration@metrosouthchamber.com)  
Sponsored by: Good Samaritan Medical Center

Plaza, Brockton, MA 10am-2pm  
Please expect restrictions to comply with Mass Department of Health COVID-19 orders. The market accepts cash, credit, debit and SNAP/ EBT/Food Stamps and participates in the Healthy Incentives Program (HIP). Farm vendors also accept WIC and Senior Coupons. Please stop by the market manager tent for more information. The market offers a range of locally produced vegetables, fruits and beverages in addition to weekly music and activities.

## HELP RESTART OUR REGION - GET TESTED TODAY! FREE COVID-19 DRIVE THROUGH TESTING, 10 MINUTES - CALL AHEAD! 1-844-4test19

### PRE-REGISTRATION AND APPOINTMENT REQUIRED

**STEP 1:** Call COVID-19 Hotline **1-844-4TEST19 / 1-844-483-7819** to see if you meet our current testing criteria. If you have a primary care provider with Signature Medical Group, press 1. If you have a primary care provider with Brockton Neighborhood Health Center, press 2. If you have a primary care provider elsewhere, or do not have a primary care provider, press 3.

**STEP 2:** You will be pre-registered by staff from Signature Medical Group or Brockton Neighborhood Health Center and you will be given an appointment date and time for testing.

**STEP 3:** Return to the testing site at the appointment date and time given to you. Testing will take place at:

## COVID-19 TESTING: THE SIX SIMPLE STEPS



**1. CALL TO REGISTER:**  
CALL 1-844-4TEST19 TO SIGN UP



**2. LINE UP AT BHS:**  
ENTER AT FOREST AVE. AND FOLLOW THE SIGNS



**3. DRIVE INTO TENT:**  
WHEN SIGNALLED, ENTER THE TENT SLOWLY



**4. UNDERGO TEST:**  
LOWER WINDOW AND FOLLOW INSTRUCTIONS



**5. EXIT TENT SLOWLY:**  
FOLLOW DIRECTIONS OUT OF BHS



**6. AWAIT RESULTS:**  
WE'LL CALL IN A FEW DAYS WITH RESULTS!

**Brockton High School - Parking Lot**  
470 Forest Avenue  
Brockton, MA 02301  
**PLEASE USE FOREST AVE ENTRANCE, NOT BELMONT STREET**



**Brockton Neighborhood Health Center**

**At the testing site, please remember:** You should be wearing a mask covering your mouth and nose at all times. Do not exit the car, unless told to by a staff member on site. Leave the car window rolled up, unless told otherwise by a staff member on site.

**STEP 4:** Staff from Signature Medical Group or Brockton Neighborhood Health Center will call you when the results are available. Please keep in mind we are not conducting rapid testing at this time. You will get a call. This may take a few days.



**SIGNATURE HEALTHCARE**



# Health Care Matters

Sponsored by: Good Samaritan Medical Center 235 North Pearl Street, Brockton, MA 02301 508-427-3000 [www.goodsamaritanmedical.org](http://www.goodsamaritanmedical.org)

## Good Samaritan Medical Center

A STEWARD FAMILY HOSPITAL



**Good Samaritan Medical Center Resumes Elective Procedures and Surgeries. Good Samaritan Medical Center Ensures Safe and Secure Care.**

Good Samaritan Medical Center, a Steward Family hospital, announced it will resume offering elective health care procedures previously delayed by the coronavirus pandemic. As part of its "Safe & Ready" program, Good

Samaritan Medical Center is taking additional, necessary preparations to ensure patients can receive high-quality, compassionate care in a safe, carefully managed environment – without fear of infection. Steward Health Care's early and robust preparation for the pandemic on a national scale allows it to proceed with an expansion of services to meet the needs of its patients and communities. Steward has collaborated with its world class physicians and developed protocols based on the latest clinical evidence to ensure the safety of patients and providers alike. "From serious conditions to aches and pains, we know that the health care

needs of our patients and their families haven't stopped," said Marisela Marrero, MD, President of Good Samaritan Medical Center "That's why our clinics and emergency rooms are open, and we are scheduling certain elective procedures. Coronavirus has presented us with new challenges, but Good Samaritan Medical Center stands ready to meet all the health care needs of the community – in a safe, secure setting." Good Samaritan Medical Center is adhering to a rigorous five-point standard ensuring patient safety, confidence and convenience: 1. Expanded hours will allow previously cancelled procedures to be scheduled as quickly as possible.

2. Any COVID-19 related care will take place in designated areas away from other patients and their families. 3. The Emergency Department has a mechanism in place for separating non-Covid patients from Covid positive patients. It is a safe place to treat all emergency patients. 4. Rigorous cleaning procedures continue to be a top priority throughout the hospital. 5. Controlled visitor and mask policies remain in place. Patients interested in more information should visit [goodsamaritanmedical.org](http://goodsamaritanmedical.org) or contact their physician's office to inquire about scheduling a procedure.



# Paycheck Protection Program: Loan Forgiveness

The loan will be fully forgiven if the funds are used for payroll costs, interest on mortgages, rent, and utilities (due to likely high subscription, at least 60% of the forgiven amount must have been used for payroll).

- PPP loans have an interest rate of 1%.
- Loans issued prior to June 5 have a maturity of 2 years. Loans issued after June 5 have a maturity of 5 years.
- Loan payments will be deferred for six months.
- No collateral or personal guarantees are required.
- Neither the government nor lenders will charge small businesses any fees.

## Loan Forgiveness:

Forgiveness is based on the employer maintaining or quickly rehiring employees and maintaining salary levels. Forgiveness will be reduced if full-time headcount declines, or if salaries and wages decrease. The loan forgiveness form and instructions include several measures to reduce compliance burdens and simplify the process for borrowers, including:

- Options for borrowers to calculate payroll costs using an “alternative payroll covered period” that aligns with borrowers’ regular payroll cycles
- Flexibility to include eligible payroll and non-payroll expenses paid or incurred during the 24-week period after receiving their PPP loan
- Step-by-step instructions on how to perform the calculations required by the CARES Act to confirm eligibility for loan forgiveness
- Borrower-friendly implementation of statutory exemptions from loan forgiveness reduction based on rehiring by June 30
- Addition of a new exemption from the loan forgiveness reduction for borrowers who have made a good-faith, written offer to rehire workers that was declined. To learn more, visit [www.sba.gov/funding-programs/loans/coronavirus-relief-options](http://www.sba.gov/funding-programs/loans/coronavirus-relief-options).

# Federal, State & Regional COVID-19 Resources

The Metro South Chamber of Commerce is dedicated to providing support for our business community now more than ever - we're here for you. Below, please find an extensive list of federal, state, and regional resources available to you during the COVID-19 pandemic.

**Brockton Redevelopment Authority**  
Contact: Robert Jenkins (508) 586-3887

**Center for Women & Enterprise**  
Contact: Carla Akalatian (617) 532-0244

**Massachusetts Office of Business Development**  
Contact: Margaret Laforest (617) 973-8537  
Contact: Susan Whitaker (617) 973-8537

**Massachusetts Small Business Development Center Network (MSBDC)**  
Contact: Jill Beresford (508) 673-9783

**Massachusetts Supplier Diversity Office (SDO)**  
Contact: John Fitzpatrick (617) 720-3300

**MassDevelopment**  
Contact: Jay Pateakos (508) 678-0533

**MassHire Greater Brockton Workforce Board**  
Contact: Sheila Sullivan-Jardim (508) 584-3234

**MassHire Greater Brockton Career Center**  
Contact: John Murray (508) 513-3400

**SCORE Business Counselors**  
Contact: Rod Clark (508) 587-2673

**South Eastern Economic Development (SEED) Corporation**  
Contact: Sue Murray (508) 822-1020

**U.S. Small Business Administration (SBA)**  
Contact: Susan Lourie (617) 565-5564

# Business Openings Expanded in Phase 3 of Reopening

### REOPENING MASSACHUSETTS IN PHASES

The goal of this phased reopening plan is to methodically allow businesses, services, and activities to resume, while avoiding a resurgence of COVID-19 that could overwhelm our healthcare system and erase the progress we've made so far.

Current state: Stay at home	Phase 1: Start	Phase 2: Cautious	Phase 3: Vigilant	Phase 4: New normal
Essential business and services only	Limited industries resume operations with severe restrictions	Additional industries resume operations with restrictions and capacity limitations	Additional industries resume operations with guidance	Development of vaccines and / or treatments enable resumption of "new normal"

- Each phase will last a minimum of three weeks and could last longer before moving to the next phase
- If public health data trends are negative, specific industries, regions, and/or the entire Commonwealth may need to return to an earlier phase
- The Commonwealth will partner with industries to draft Sector-Specific Protocols in advance of future phases (example: restaurant specific protocols will be drafted in advance of Phase 2)
- If we all work together to defeat COVID-19, we can proceed through each phase

REOPENING MASSACHUSETTS All public health criteria included in this document are subject to change. As research and data on this novel coronavirus continue to develop, this plan can and will be updated to reflect the latest science and data.

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**Public Health Guidance:**

In Phase III, health care providers may continue to provide in-person procedures and services as allowed in Phase II, with the addition of certain group treatment programs and day programs. These programs include adult day health, day habilitation programs, and substance abuse services day treatment and outpatient services. Certain human services programs can reopen including community based day services for adults with intellectual and cognitive disabilities and psychosocial rehabilitation clubhouses.

Health care providers are subject to compliance with all mandatory safety standards, and must continue to utilize prioritization policies established in Phase II for care delivery and scheduling, as well as monitor patient volume for non-essential, elective procedures and services.

In Phase III, visitation guidelines have been updated for 24/7 congregate care facilities and programs overseen by the Executive Office of Health and Human Services, including the Departments of Developmental Services, Youth Services, Children and Families, Public Health, Mental Health and the Mass Rehabilitation Commission. Offsite visits, including overnight visits, will be allowed, under specific guidelines. Other updated guidelines, including visitation for long term care facilities, will be released later today. Complete visitation guidance is available at [www.mass.gov/hhs/reopening](http://www.mass.gov/hhs/reopening).

MassHealth will also extend its current telehealth flexibility through at least the end of the year to ensure member access to critical health care services and encourage continued adherence to preventative public health precautions.

A full list and safety protocols are available at [www.mass.gov/reopening](http://www.mass.gov/reopening). Visit <https://www.mass.gov/info-details/reopening-massachusetts#general-business-guidance-> for additional information to help businesses meet the self-certification requirement to reopen. All businesses must meet these requirements before reopening. Download, fill out, and display the COVID-19 Control Plan, Compliance Attestation poster, employer/employee posters, and find a list of supply vendors online at <https://www.mass.gov/info-details/reopening-massachusetts#general-business-guidance->.

### TEMPLATE (1/11)

#### COVID-19 Control plan

All businesses in the state of MA must develop a written control plan outlining how its workplace will comply with the mandatory safety standards for operation in the COVID-19 reopening period. This template may be filled out to meet that requirement. Control plans do not need to be submitted for approval but must be kept on premises and made available in the case of an inspection or outbreak.

All individually listed businesses must complete a control plan, even if the business is part of a larger corporation or entity.

#### BUSINESS INFORMATION | please provide the following information

Business name:  ☐ Check if part of a larger corporation

Address:

Contact information (Owner/Manager):

Contact information (HR representative), if applicable:

Number of workers on-site:

#### SOCIAL DISTANCING | check the boxes to certify that you have:

- ☐ Ensured that all persons, including employees, customers, and vendors remain at least six feet apart to the greatest extent possible, both inside and outside workplaces
- ☐ Established protocols to ensure that employees can practice adequate social distancing
- ☐ Posted signage for safe social distancing
- ☐ Required face coverings or masks for all employees
- ☐ Implemented additional procedures. Please describe them here:

#### HYGIENE PROTOCOLS | check the boxes to certify that you have:

- ☐ Provided hand washing capabilities throughout the workplace
- ☐ Ensured frequent hand washing by employees and provided adequate supplies to do so
- ☐ Provided regular sanitization of high touch areas, such as workstations, equipment, screens, door knobs, restrooms throughout work site
- ☐ Implemented additional procedures. Please describe them here:

### EMPLOYER GUIDANCE

#### Mandatory safety standards for workplaces

#### SOCIAL DISTANCING

- All persons, including employees, customers, and vendors should remain at least six feet apart to the greatest extent possible, both inside and outside workplaces
- Establish protocols to ensure that employees can practice adequate social distancing
- Provide signage for safe social distancing
- Require face coverings or masks for all employees

#### HYGIENE PROTOCOLS

- Provide hand washing capabilities throughout the workplace
- Ensure frequent hand washing by employees and adequate supplies to do so
- Provide regular sanitization of high touch areas, such as workstations, equipment, screens, door knobs, restrooms throughout work site

#### STAFFING & OPERATIONS

- Provide training for employees regarding the social distancing and hygiene protocols
- Employees who are displaying COVID-19 like symptoms do not report to work
- Establish a plan for employees getting ill from COVID-19 or work, and a return to work plan

#### CLEANING & DISINFECTING

- Establish and maintain cleaning protocols specific to the business
- When an active employee is diagnosed with COVID-19, cleaning and disinfecting must be performed
- Disinfection of all common surfaces must take place at intervals appropriate to said workplace



Weekly Series; Live SBA/COVID-19 Relief Calls

**COVID-19 RECOVERY UPDATE**  
with City, State, and Federal Resources  
**JUNE 19 2:00PM**  
Live Virtual Event via Zoom

**22nd ATHENA Annual AWARDS**  
ATHENA Award Recipient: Nancy Gustafson  
Guest Speaker: Bobbie Carlton

**Return to Work: COVID-19 Economic Recovery Update**  
with City, State, and Federal Officials  
**Friday, June 12 @ 2:00PM**  
Updates on COVID-19 Economic & Business Recovery

**COVID-19 Recovery Update**  
with City, State, and Federal Officials  
**Friday, June 5 @ 2:00PM**  
Updates on COVID-19 Economic & Business Recovery

**COVID-19 Recovery Update**  
with City, State, and Federal Officials  
**Friday, May 29 @ 2:00PM**  
Updates on COVID-19 Economic & Business Recovery

**COVID-19 RECOVERY UPDATE**  
with City, State, and Federal Officials  
**MAY 22 2:00pm**  
Live Virtual Event via Zoom

**2020 SMALL BUSINESS & ENTREPRENEUR AWARDS**  
Featuring Guest Speaker: Mike Kennealy  
Small Business Month is Sponsored by Bank of America

**COVID-19 Recovery Update**  
with City, State, and Federal Officials  
**Friday, May 15 @ 2:00PM**  
Updates on COVID-19 Economic & Business Recovery

Since March, the Metro South Chamber of Commerce has held weekly live webinars with the U.S. Small Business Administration (SBA); Mayor of Brockton, Robert F. Sullivan; and Massachusetts Office of Business Development (MOBD) to provide updates on a range of economic relief packages and resources being developed in response to the COVID-19 Pandemic.

The most recent call (June 5, 2020) focused on efforts to Return to Work and highlighted the Brockton-specific Community Development Block Grant (CDBG) administered by MassHire Greater Brockton Workforce Board, Brockton Redevelopment Authority, and the City of Brockton.

May 29 featured Speaker of the House Robert DeLeo and U.S. Senator Ed Markey. May 22nd featured Massachusetts Secretary of Housing and Economic Development, Mike Kennealy.

Previous guests have included Congressman Joe Kennedy III, SEED Corporation, and the U.S. Chamber of Commerce; with focuses on PPP, EIDL, OSHA Guidelines, and toolkits for employers to use when navigating returning to work. To register for future Friday update calls, contact Lexi at AReinertson@metrosouthchamber.com

Featuring City, State, and Federal Officials



Massachusetts Speaker of the House, Robert DeLeo



U.S. Senator Ed Markey



Secretary of Housing & Economic Development, Mike Kennealy



Robert Jenkins, Brockton Redevelopment Authority



Sheila Sullivan-Jardim, MassHire Greater Brockton Workforce Board



Jill Beresford, Massachusetts Small Business Development Center

22nd Annual Women's Leadership Celebration



Nancy B. Gustafson

In June, Nancy B. Gustafson was recognized as the 22nd Annual ATHENA Award Recipient for her dedication to the community and development of women's leadership. Nancy has achieved the highest level of professional excellence through her various positions in the Brockton School System, as well as through her leadership and overall dedication to the mission and impact of the Charity Guild within the Brockton Community. Nancy has positively impacted thousands of young people and families in Brockton and beyond. Her stewardship of the Peer Leadership Program at South Junior High and her dedication to the Charity Guild are both examples of how she leads through her actions. Her colleagues say Nancy is a "woman of wisdom, compassion, and grace." Her former students say "Nancy is a trusted confidant who helped guide us...she instilled in us the importance of helping those who might be vulnerable or less fortunate...lessons carried with us throughout our adult lives."

The guest speaker of this year's ATHENA Award was Bobbie Carlton. Bobbie is the founder of Carlton PR & Marketing, Innovation Nights and Innovation Women, or, as she calls them, the day job, the night job and the dream job. She has been called Boston's Innovation Den Mother and she's an award-winning marketing, PR and social media professional who speaks regularly on marketing, public speaking, startups and women's issues. Carlton has been featured on CBS News, in the Wall Street Journal, USA Today and other major media. She's helped more than 1000 women secure speaking opportunities and helped launch more than 1500 Boston products. Bobbie shared some of her personal story and talked about the power of storytelling and public speaking. What does it take to become a thought leader? What will it take to get that next promotion? Or a new job? Or a board seat? Often, it is just the willingness to get up and share your story. How does a behind-the-scenes marketing person make an impact and a living...?



Bobbie Carlton, Carlton PR & Marketing, Innovation Nights, and Innovation Women.

To view this recorded session, visit the Chamber's YouTube channel at [www.youtube.com/channel/UC14Oap-wsyVZ6aZ0NQHLvaw](http://www.youtube.com/channel/UC14Oap-wsyVZ6aZ0NQHLvaw).

- Prior ATHENA Recipients**
- 2019 Sharon Wolder, Brockton Public Schools
  - 2018 June Saba-Maguire, Brockton Public Schools
  - 2017 Diane Bell, Bridgewater State University
  - 2016 Cheryl Oppen, School on Wheels
  - 2015 Mary Waldron, Bridgewater State University
  - 2014 Janet Trask, Brockton VA Hospital
  - 2013 Kathleen Smith, Brockton Public Schools
  - 2012 Ruth Bramson, Girl Scouts of Eastern MA
  - 2011 Elaine Reiser, Brockton Area Multi-Services
  - 2010 Anne DeMinico, St. Joseph Manor
  - 2009 Sue Joss, Brockton Neighborhood Health Center
  - 2008 Vanessa Tierny, Brockton Area Multi-Services
  - 2007 Susan Szachowicz, Brockton High Principal
  - 2006 Loretta Degrazio, East Coast Petroleum
  - 2005 Marianne Wroble Cox, WXBR 1460AM Radio
  - 2004 Shailah Stewart, Brockton Public Schools
  - 2003 Linda Faria Braun, The Adult Learning Center
  - 2002 Christine Karavites, Proteas Consulting

- 2001 Barbara Duffy, My Turn, Inc.
- 2000 Noelle Foye, Brockton Elementary School Nurse
- 1999 Janice Cunningham, East Bridgewater Police

**Premier Sponsor:**



**Media Sponsor:**





SCORE - Upcoming Live Workshops



Utilize free live webinars offered by SCORE business counseling any time, any where. To register and learn more, visit [www.score.org/live-webinars](http://www.score.org/live-webinars). For a list of recorded webinars, courses on demand, and local workshops, visit [www.score.org/content/take-workshop](http://www.score.org/content/take-workshop).

July 16: Connect with Customers and Manage Your Business Remotely

Can your business effectively stay connected to customers while working from home during the coronavirus outbreak? With the right tools and communication plan, you can build long lasting connections with your clients and customers, from any location. This webinar, presented by digital marketing expert Randi Penfil, will introduce digital tools that can help business owners strengthen connections while working and managing their business remotely. We'll discuss how to: Update critical business information online; Keep customers informed; Conduct virtual meetings; Access important files from anywhere; Plus, get insights on more online and timely resources for small businesses.

July 21: Prepare to Persevere - The Future of Technology & Business

The coronavirus crisis will be the catalyst for small businesses to make big changes now, and in the future, in order to persevere and thrive. Join Steve Hoffman, investor, author, and CEO of Founders Space, as he discusses the latest trends in technology and how they will affect businesses. He'll discuss new opportunities and where venture capitalists are focusing their attention and investments. You'll discover: Where to find new opportunities; Technological breakthroughs that will shape industries and our economy in the coming years; How you can prepare to take advantage of this.

July 23: Retail Revelations - Strategies for Improving Sales, Margins, and Turnovers

This time presents unique challenges for retailers of all sizes, across industry and geographical boundaries. It's more important than ever to be doing the right things that directly impact your retail business surviving and thriving – even amidst the most challenging of times. In this webinar, presented by retail expert and SCORE mentor Ritchie Sayner, you will learn why retailers fall prey to the non-profit cycle and how to rise above it. We will discuss: The concept of inventory turnover and why it is vital to cash flow and revenue growth; How initial markup impacts profitability as well as strategies for controlling markdowns; The advantages and disadvantages to online selling that you MUST be aware of.

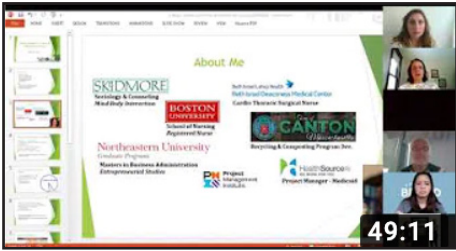
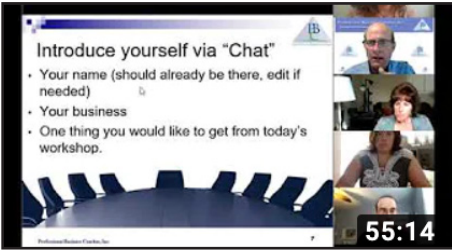
August 6: Reopening and Staying Open - How to Assess the Past 60 Days and Prepare for What's Next

If you're like many businesses, you are probably working overtime to navigate the ever-changing landscape created by C19. Whether you've already reopened or will be opening this summer, August will be an ideal time to assess what you've experienced already and develop a strategic plan for the rest of the year. This session, presented by SCORE mentor Suzanne McGrath, will help business owners – including retailers and restaurants – learn from the experience they've had over the summer to: Create a pro forma Profit & Loss statement as a basis for planning the next 12 months; Minimize costs and maximize revenue through market positioning; Develop strategies for dealing with capacity limits, especially in a restaurant context; Consider how to plan for a potential second wave as well as long term changes in consumer behavior. Analyze options for dealing with lease issues. The goal of this webinar is to address these very real issues that will continue to pose existential challenges to many businesses at least through the next year.

August 11: How to Leverage a Virtual Assistant in a Pandemic

A Virtual Assistant can be a valuable asset for any business but especially when resources are scarce and access to funds is limited, such as during the current pandemic. Leveraging a VA can help you manage your time more effectively and allow you to focus on activities that translate faster to business development and growth. In this webinar, presented by Owner of Virtual Assist USA Danielle Julia Cuomo, you'll learn how: Outsourcing can save your business; To plan versus panic in times of uncertainty; You can afford a Virtual Assistant; To figure out what to delegate to a Virtual Assistant.

Chamber Records Free Business Resource Videos



The Metro South Chamber of Commerce has created a series of videos aimed at sharing recovery resources and advice for small businesses impacted by the COVID-19 pandemic. Included in the ongoing series is an interview with Rod Clark, Co-Chair of the SBA/SCORE Program serving southeastern Massachusetts, talking about free online small business counseling and resources. Other videos include Jill Beresford, Senior Advisor at the Massachusetts Small Business Development Center (MSBDC); an overview of the SBA Economic Injury Disaster Loan (EIDL); recorded Q&A with U.S. Senator Ed Markey, and Tips for Working from Home with Howard Wright, Wright Technology Group.

The videos mentioned above and future additions are available on the Chamber's YouTube channel, [shorturl.at/aoAK1](https://shorturl.at/aoAK1).

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Weekly COVID-19 Update, July 10 @ 2PM


Return to Work: COVID-19  
Economic Recovery Update  
with City, State, and Federal Resources


Friday, July 10 @ 2:00PM


Updates on COVID-19 Economic & Business Recovery

Join us for an update from the Metro South Chamber, Brockton Mayor Robert F. Sullivan, the Massachusetts Office of Business Development, and U.S. Small Business Administration (SBA).

 U.S. Small Business Administration

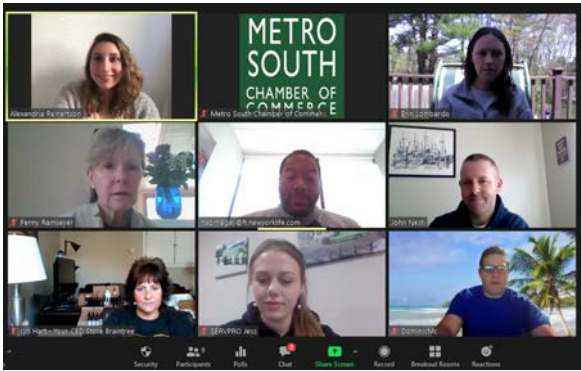






Join us for a COVID-19 Economic recovery call update on **Friday, July 10 at 2:00pm** with the Metro South Chamber of Commerce, Massachusetts Office of Business Development, Mayor of Brockton Robert F. Sullivan, and U.S. Small Business Administration. For more information, contact Lexi at [AREinertson@metrosouthchamber.com](mailto:AREinertson@metrosouthchamber.com) Visit our online calendar for details, [metrosouthchamber.com/calendar-registration](https://metrosouthchamber.com/calendar-registration).

Stay Connected w/Virtual Networking, Thursdays



LIVE VIRTUAL MEETING

JULY 14

2:00PM - 3:00PM

zoom

NETWORKING event

LIVE VIRTUAL MEETING

JULY 15

10:30AM - 11:30AM

zoom

NETWORKING event

LIVE VIRTUAL MEETING

JULY 22

2:00PM - 3:00PM

zoom

NETWORKING event

LIVE VIRTUAL MEETING

JULY 23

10:30AM - 11:30AM

zoom

NETWORKING event

Take time to reconnect with your Metro South community. Your opportunity to network is here! Join us every Thursday, from 2:00 - 3:00 pm for a chance to catch up and make new connections with live virtual Zoom networking.

- Tuesday, July 14: 2PM - 3PM
- Wednesday, July 15: 10:30AM - 11:30AM
- Wednesday, July 22: 2PM - 3PM
- Thursday, July 23: 10:30AM - 11:30AM
- Tuesday, July 28: 10:30AM - 11:30AM
- Wednesday, July 29: 2PM - 3PM

We want all of our members to know that we're here for you. Connect with potential customers, existing chamber members and friends in the Metro South community from the comfort and safety of your homes/work spaces. Every member attending will be asked to give a 60-second pitch (who you are, and what you do) and then we will have an open discussion with the group.

Space is limited, so please RSVP in advance. For more information, contact Lexi at [AREinertson@metrosouthchamber.com](mailto:AREinertson@metrosouthchamber.com) Visit our online calendar for details, [metrosouthchamber.com/calendar-registration](https://metrosouthchamber.com/calendar-registration).

AMBASSADOR Profile - Reiko McNeil, Bridgewater Savings Bank



Reiko McNeil, Bridgewater Savings Bank



**Bridgewater Savings Bank**  
756 Orchard Street  
Raynham, MA 02767  
(508) 884-3300  
[www.bridgewatersavings.com](http://www.bridgewatersavings.com)

**Year Established:** 1872  
**Products or Services:** Community Bank

**Number of Employees:** 120

**What is unique or special about your firm and the products and services you offer?** As a nearly 150 year old community bank, we have been a long-time partner with many of the consumers and small businesses in our market area offering deposit, loan and investment products and advice.

**What is your market area?** Plymouth; Bristol & Norfolk counties

**What markets do you serve?** Retail consumers and small to mid-size businesses.

**Anything additional we should know about your company?** Bridgewater Savings Bank has been serving the Metro South communities since 1872. We are a full-service independent community bank offering commercial and residential loans as well as business and personal banking services with the most up-to-date technologies. Dedicated to cultivating the financial well-being of our community, we strive to deliver unique personalized service for each of our customers. It's what we call "Uncommon Banking".

AMBASSADOR Profile - Mark D'Agostino, D'Agostino Insurance



Mark D'Agostino, D'Agostino Insurance

**D'AgostinoInsurance**  
111 Torrey Street, Suite 1  
Brockton, MA 02301  
(508) 586-0414  
[www.rfdinsurance.com](http://www.rfdinsurance.com)

**Year Established:** 1986  
**Products or Services:** Personal and Commercial Insurance

**Number of Employees:** 5

**What is unique or special about your firm and the products and services you offer?** We represent multiple insures making us a one stop shop for insurance products and services. Also we have registry services available right in our office so many of our clients wont have to go to the RMV.

**What is your market area?** We are licensed in MA, RI, and NH.

**What markets do you serve?** Residential & Small to medium business clients.

**What is your main business objective concerning your customers and the business community?** Provide excellent service and insurance products, be responsive and knowledgeable. We are proud to support man community organizations.





BOARD Profile - George Spilios, Crown Uniform & Linen Service



George Spilios, Crown Uniform & Linen Service

**Crown Uniform & Linen Service**  
309 Battles Street  
Brockton, MA 02301  
www.crownuniform.org

**Year Established:** 1914

**Products or Services:**  
Commercial Laundry

**Number of Employees:**  
225 (130 in Brockton)

**What is unique or special about your firm and the products and services you offer?** Family owned and operated uniform and linen business that has been dedicated to serving New England for over 100 years.

**What is your market area?** Massachusetts, Rhode Island, New Hampshire, Maine, and Connecticut.

**What markets do you serve?** Medical/Healthcare, Restaurants, Manufacturing/Trades, Food Processing

**Please list awards, honors or special recognition your firm has received:** HLAC – Healthcare Laundry Accreditation Council, BBB – Better Business Bureau, TRSA Clean Green, TRSA Hygienically Clean, OSHA/HIPPA Certified

**What is your main business objective concerning your customers and the business community?**  
Our main business objective is to provide excellent customer service and quality products to help our customers look and feel their best while keeping them safe and confident at work. From a business community perspective, as a family owned and operated company I want to understand the current challenges and opportunities in our local community and the chamber has helped me develop strong relationships with other local businesses and community leaders.

**How long have you been a Chamber Board Member?** 2 years

**What is your Chamber Involvement?** I have been an active participant in the chamber since meeting Chris Cooney at our groundbreaking in 2014.

**What are some of the job positions that you have held?** I spent about 4 years in San Francisco

working for a startup where I held a variety of positions from office manager to AR manager to inside sales before transitioning to outside sales. When I returned to the family business, I spent a number of years in the service department and now oversee the Sales, Service, and Marketing Departments as Co-President.

**In addition, would you please list family and any hobbies or interests that you have.**

I work with my Uncle Arthur and my cousins Plato and Angelina Spilios.

**What is your educational background?** I graduated from Belmont Hill School in 2001 and graduated from Hamilton College in 2005 with a degree in Communication Studies.

**How long have you been at your present job?** I have been in my current position at Crown for 2 years.



BOARD Profile - Gregory Hart, Summer Street Financial Advisors LLC



Gregory Hart, Summer Street Financial Advisors LLC, affiliated with Bay Financial and LPL Financial.

**Summer Street Financial Advisors LLC, affiliated with Bay Financial and LPL Financial**

130 Turner Street, Bldg. 3, Suite 230, Waltham, MA 02453

**Year Established:** SSFA was established in 2001.

**Products or Services:** Financial Planning and Advisory Practice.

**Number of Employees:** 1

**What is unique or special about your firm and the products and services you offer?**  
CPA's in public practice who have also been licensed financial advisors are uniquely positioned to provide a wide-ranging menu of professional services. As a CPA/CFPR, PFS, I have been advising business owners and individuals for over 40 years in these areas including tax planning and compliance. In addition, SSFA's affiliation with Bay and LPL provides our clients with comprehensive financial planning with access to a wide range of insurance and investment advisory resources.

**What is your market area?**  
SSFA works with clients primarily in the Greater Boston area but we have clients who live and work all over the US and in several countries.

**What markets do you serve?** Our clients include business owners, working and retired individuals and families whose focus is to develop, implement and maintain their financial plans in partnership with trusted and experienced professionals.

**Please list awards, honors or special recognition your firm has received:** Working with Bay and LPL, we are recognized a one of the leading financial advisory firms in the Metro-Boston area with over 60 years of service to business and individual clients. Personally, I spent 38 years in public accounting and retired as a tax partner with CohnReznick LLP in 2018. Our firm grew from 8 individuals to become CR's Boston office with over 125 staff and partners and over 3,000 employees and 30 office in across the US.

**What is your main business objective concerning your customers and the business community?**  
SSFA's primary focus is to ensure that we are identifying and addressing our client's financial objectives with a plan that is effective and efficient in real-time. We bring many decades of business and financial advisory experience to our client situations and pride ourselves on building in-depth and long-term relationships.

**How long have you been a Chamber Board Member?** I am currently in my second term on the Board of Directors after having served from the mid- 1990's to the early 2000's.

**What is your Chamber Involvement?** As a member of the Board, I and the Chamber's Treasurer, I assist Chris Cooney and the chamber staff with

the ongoing financial operations of the Chamber as well as the annual reporting and budgetary process. I also serve on the Chamber's Executive Board where we focus on the ongoing mission of the Chamber as well as its current and long-term strategic plan. I am fortunate to have been a two-time recipient of the Charles A. Fuller Award for service to the Chamber.

**What are some of the job positions that you have held?** I was chairman of the Small Business Committee as well as a member of the awards selection committee for the Small Business and Entrepreneur of the Year Awards during my first term with the Chamber. I was also the Chamber's Treasurer in the early 2000's before taking a hiatus from the Board for several years before rejoining in 2011.


**In addition, would you please list family and any hobbies or interests that you have.**  
I have lived in South Easton for the past 34 years with my wife Diane, a retired reading teacher. We have three grown children, Meredith, Caroline - both living in Boston and Daniel who serves in the US Navy in Florida. We enjoy traveling, golf and spending time on Popponesset Beach on the Cape with family and friends.

**What is your educational background?**  
I attended Cardinal Spellman High School (Class of 1974) and received a BS from Boston College (Class of 1978) majoring in accounting. I received my CPA license in 1983 as well as my CFP and PFS designations in 1989. I also have my Series 7, 66 and insurances licenses.



Stand Up and Be Counted; 2020 Census

EVERY  
BROCKTONIAN  
COUNTS!



Stand up and be counted.

**CENSUS 2020**

<https://www.census.gov/en.html>

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](https://2020census.gov/jobs). Full and part-time jobs are available.

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1150 Hancock Street, Suite 400  
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*Energy Management*

**Joel H. Schwartz, P.C.**  
Mr. Steven Schwartz  
450 Pleasant Street  
Brockton, MA 02301  
(508) 588-9490  
[www.joelhschwartz.com](http://www.joelhschwartz.com)  
*Attorneys*

**Law Office of Paul E Clancey, Jr.**  
Mr. Paul E. Clancy Jr.  
71 Legion Parkway, STE 26  
Brockton, MA 02301  
(508) 586-6777  
[www.defendingcriminallaw.com](http://www.defendingcriminallaw.com)  
*Attorneys*

**Skyline Glass & Glazing, Inc.**  
Ms. Cherie A. Maguire  
21 Hampden Drive, Unite 2  
South Easton, MA 02375  
(508) 297-1559  
[www.skylineglassglazing.com](http://www.skylineglassglazing.com)  
*Glass/Windows*

**Tecta America New England**  
Mr. John Donovan  
1010 West Chestnut Street  
Brockton, MA 02301  
(781) 982-5684  
[www.tectaamerica.com](http://www.tectaamerica.com)  
*Home Improvements*

For membership,  
contact Marcy Venezia  
(508) 586-0500 x 229  
[MVenezia@metrosouthchamber.com](mailto:MVenezia@metrosouthchamber.com)

RENEWING Members

Thank you!

Anania Plumbing & Heating, Inc.  
Annunciation Greek Orthodox Church of Brockton, Inc.  
B C Tent & Awning Company, Inc.  
Barbour Corporation  
Brockton Day Nursery  
Brockton Educational Foundation, Inc.  
Brockton Parking Authority  
Brockton Redevelopment Authority  
Cars In Transport, Inc.  
Comeau & Kelly Construction, Inc.  
Cromwell Consulting, Inc.  
D.E. Dupie, LLC  
D.W. Clark, Inc.  
Fronto King, LLC  
Holiday Inn Express

Kornegay Kapital Group, LLC  
Law Office of Robert R. Pellegrini, Jr.  
Inc. DBA PK Boston Law  
Lion Labels, Inc.  
Lynch Cleaning Contractors  
Makeovers Salon & Spa  
New England Baling Wire, Inc.  
Old Colony Planning Council  
Old Town Real Estate LLC  
Paramount Rug Company, Inc.  
Pinecraft Signs & Graphics  
Robert Berks, Attorney at Law  
Trinity Development and Management  
Westside Behavioral Health, LLC  
Wood Wealth Group

Luxury Housing Added to Downtown Brockton



**SOUTH SHORE**  
PROPERTY MANAGEMENT, LLC

Ultra modern housing added to downtown Brockton, 47 West Elm Street construction complete. To learn more contact South Shore Property Management, (508) 232-4744 or visit [www.sspm-llc.com](http://www.sspm-llc.com)

Ribbon Cuttings Postponed, Will Be Rescheduled!



**RIBBON CUTTING & Grand Reopening!**  
McDonald's Restaurant  
715 Belmont Street, Brockton  
photo op, giveaways, refreshments & networking!



**RIBBON CUTTING**  
Vitra Adult Day Health  
10 N. Pearl Street, Brockton  
photo op, giveaways, refreshments & networking!

The Metro South Chamber plans to reschedule all ribbon cuttings and welcoming celebrations that have been delayed due to the COVID-19 pandemic and social distancing advisories from Governor Charlie Baker. We hope to see you at one of our many member grand opening ceremonies to come once it is safe to do so!

**McDonald's Restaurant at 715 Belmont Street in Brockton (DATE TBA).**

**Vitra Adult Day Health at 10 N. Pearl Street in Brockton (DATE TBA).**

**YOUR BUSINESS HERE...**

Schedule Your Ribbon Cutting!  
Call us at (508) 586-0500 x231,  
[AREinertson@metrosouthchamber.com](mailto:AREinertson@metrosouthchamber.com)

Questions? Contact Lexi Reinertson at (508) 586-0500 x 231 or email [AREinertson@metrosouthchamber.com](mailto:AREinertson@metrosouthchamber.com).

**Schedule your ribbon cutting and celebrate reopening for just \$199 - gain exposure!**

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Shelley Tierney  
OWNER

SERVING AREA BUSINESS SINCE 1975



Networking Group USA Partners with Chamber



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

business. Visitors are always welcome. Networking Meetings:

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

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

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

To learn more about Networking Group USA and Additional chapters visit [networkinggroupusa.com/our-story](http://networkinggroupusa.com/our-story). For more information about Chamber Membership and Networking Groups contact Marcy at [MVenetia@metrosouthchamber.com](mailto:MVenetia@metrosouthchamber.com). Please contact each group for updates on their meetings during COVID-19.

Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact Christopher Cooney at (508) 586-0500 x 223 or e-mail [chris@metrosouthchamber.com](mailto:chris@metrosouthchamber.com).



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

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



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



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



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



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



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



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 2021 Book for Business  
**FREE** 2020 Book for Business  
**FREE** Chamber Business List in Excel or mailing labels, \$150 value  
**FREE** Enhanced member listing on the Chamber website with hotlink to website  
**FREE** access to members-only page of website to post discounts, events, and more  
**FREE** opportunity to promote company at event share tables and at the Chamber  
**FREE** opportunity to promote company in the Action Report  
**FREE** business workshops

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

For more info or to set up an appointment contact Marcy for Membership! Call (508) 586-0500 x 229 or email [MVenetia@metrosouthchamber.com](mailto:MVenetia@metrosouthchamber.com).

SEED Corp. Offers Brockton Business Loan Program

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

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



For more information call (508) 822-1020 x 312 or visit [www.seedcorp.com](http://www.seedcorp.com)

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

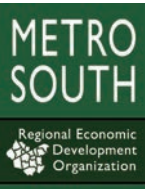
To succeed, you have to stay ahead of the competition; whether you're looking for a business direction sheet or working to tap into value creation, connect with a SCORE mentor to help you! If you're just starting a business, SCORE mentors can provide the practical action plan, education and tools you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



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

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

- July 9:** Productize - Steps for Turning Your Service Into a Product
- July 16:** Connect with Customers and Manage Your Business Remotely
- July 21:** Prepare to Persevere - The Future of Technology & Business
- July 23:** Retail Revelations - Strategies for Improving Sales, Margins, and Turnover
- July 30:** 3 Tips to Publish Your Website with Confidence
- August 6:** Reopening and Staying Open - How to Assess the Past 60 Days





Prism Energy Services

1150 Hancock Street, Suite 400, Quincy • (617) 328-9896  
www.prismenergyservices.com

Prism Energy Services provides cost-effective, turnkey energy savings solutions for commercial, industrial, and municipal customers. Prism is a preferred partner with National Grid, Eversource, and Unitil, providing customers with a free, comprehensive energy audit, as well as a detailed analysis of cost-saving opportunities and resulting return on investment. Prism works to maximize available utility incentives as well as providing financing options to minimize any capital cost expenditures.

Join the Chamber!

**YOUR BUSINESS  
PROFILE HERE...**

...When You Join the Chamber.  
Call us at (508) 586-0500,  
info@metrosouthchamber.com

60 School Street, Brockton • (508) 586-0500  
www.metroouthchamber.com

Join the Chamber and network your business to success! The Chamber hosts informative meetings, networking events, and puts you in touch with your legislators. We also offer marketing and advertising opportunities, referrals, publicity and exposure. In addition, we offer Health Insurance packages and more.  
Call to learn more today!

## Starting a Business?

Need help starting your business?  
Looking for money to start your business?

**The Metro South Business Assistance Can Help!**

**COUNSELING:** Individual counseling is available by appointment for start-up and existing businesses. Counselors are working or retired professionals, highly experienced and willing to share their knowledge in financing, marketing, management, and more.

**REFERENCE MATERIALS:** An outstanding collection of reference materials that include hundreds of fully detailed, step-by-step guides for every aspect of starting and maintaining a small business.

**ACCESS:** To computer and business-related software, including QuickBooks Pro, Business Plan Pro, Loan Builder, Microsoft Office, and more.

**EDUCATION:** Workshops include QuickBooks, Writing a Business Plan, SEED Commercial, Social Media Series, DCAMM Certification, and more.

(508) 586-0500 • [metrosouthchamber.com/resources/business-assistance](http://metrosouthchamber.com/resources/business-assistance)

Premier Sponsor:

Major Sponsors:

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

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

*Massachusetts*  
It's all here!

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

The region features **top notch education**, including three institutes of higher education, **exceptional health care facilities**, including four major hospitals. **Rich in culture**, the region is also home to symphonies, a craft museum, children's museum, and various historic museums. It also contains many **recreational activities**, including baseball outings, golfing and many parks and lakes for walking, biking, and fishing. With over 500 hotel rooms, the Metro South region is a **great place to stay** and competitive housing costs offer affordable and varied living opportunities.

Whether for Business or Pleasure, The Metro South region provides exceptional value in the heart of Eastern Massachusetts, centrally located between Boston, Providence, Plymouth and Cape Cod. *Ride the rail to Boston in only 35 minutes!* Call 508.586.0500 for your free map.

**METRO SOUTH**  
Regional Economic Development Organization

For more info, contact the Metro South Chamber of Commerce,  
508.586.0500 • [www.metroouthchamber.com](http://www.metroouthchamber.com)

BUSINESS EVENTS *Planner*

<p><b>Friday, July 10</b></p> <p><b>COVID-19 Economic Recovery Call Update: Return to Work</b></p> <p>2:00 pm - 3:00 pm</p> <p><b>ZOOM Meeting</b> Live Virtual Event.</p> <p>Join the Chamber for a live COVID-19 update call with local, state, and federal resources.</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>	<p><b>Tuesday, July 14</b></p> <p><b>Live Virtual Networking</b></p> <p>2:00 pm - 3:00 pm</p> <p><b>Zoom Meeting</b> Live Virtual Event.</p> <p>Stay connected; join us for a free networking session.</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>	<p><b>Wednesday, July 15</b></p> <p><b>Live Virtual Networking</b></p> <p>10:30 am - 11:30 am</p> <p><b>Zoom Meeting</b> Live Virtual Event.</p> <p>Stay connected; join us for a free networking session.</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>	<p><b>Friday, July 17</b></p> <p><b>COVID-19 Economic Recovery Call Update: Return to Work</b></p> <p>2:00 pm - 3:00 pm</p> <p><b>ZOOM Meeting</b> Live Virtual Event.</p> <p>Join the Chamber for a live COVID-19 update call with local, state, and federal resources.</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>
<p><b>Wednesday, July 22</b></p> <p><b>Live Virtual Networking</b></p> <p>10:30 am - 11:30 am</p> <p><b>Zoom Meeting</b> Live Virtual Event.</p> <p>Stay connected; join us for a free networking session.</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>	<p><b>TBA</b></p> <p><b>Ribbon Cutting Ceremony</b></p> <p>10:00 am - 11:00 am</p> <p><b>McDonald's</b> 715 Belmont Street, Brockton</p> <p>Join the Chamber for a ribbon cutting ceremony &amp; chance to win a flat screen tv!</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>	<p><b>TBA</b></p> <p><b>Ribbon Cutting Ceremony &amp; Networking</b></p> <p>4:00 pm - 6:00 pm</p> <p><b>Vitra Adult Day Health</b> 10 N. Pearl Street, Brockton</p> <p>Join the Chamber for a ribbon cutting ceremony and grand opening of the new Vitra facility in Brockton.</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>	<div><p>LIVE</p><p>WORK</p><p>SHOP</p><p>PLAY</p></div> <p><b>www.BuyBrockton.org</b></p>