

**METRO  
SOUTH  
CHAMBER OF  
COMMERCE**

*Actionreport*

[www.metrochamber.com](http://www.metrochamber.com)

UNITED STATES CHAMBER OF COMMERCE  
**ACCREDITED**

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



Adrienne J. Headley, MD,  
FACCOG, DABFM  
Good Sam. • Page 4



Ian Furst, District  
Executive, Boy Scouts of  
America • Page 6



Kristin McGillicuddy  
Prof. of Marketing, Stonehill  
College • Page 6


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Tuesday, October 20, 2020 | 12:15 pm - 1:30 pm | Live Virtual Event via ZOOM



MA Secretary of Labor & Workforce Development, Rosalin Acosta



The Metro South Chamber of Commerce cordially invites members of the business community, candidates for public office, and state, federal and local elected officials to gather on **Tuesday, October 20th for the Special Zoom Luncheon with Secretary of Labor and Workforce Development, Rosalin Acosta. The reception will be held virtually via Zoom Pro from 12:15-1:30 p.m.** The reception is sponsored by Stonehill College, Sharon Crescent United & UMass Boston. Learn more and register online at [www.metrosouthchamber.com/calendar-registration](http://www.metrosouthchamber.com/calendar-registration).

Secretary Acosta is anticipated to cover MassHire, MA Workforce Training Funds, Unemployment Benefits and additional timely topics of interest. *Continued on page 5.*


Wednesday, November 18, 2020 | 12:00 pm - 1:30 pm | Teen Challenge, Brockton OR Zoom\*



**We invite you to join over 400 business people and community leaders to celebrate businesses working together for the future of the Metro South Region.**



**Dave McGillivray** is an athlete, author, entrepreneur, motivational speaker, and philanthropist, whose luckiest break may have come when he was cut from his high school basketball team. He had all of the heart... but none of the height. It was that passion and drive, however, that would burn through him for the next 50+ years as he continues to live by his motto, "It's my game, so it's my rules."



Shortly after graduating as valedictorian from Merrimack College, his game, his rules would forever impact the running industry. In 1978, what Runners World deemed the first instance of combining running and fundraising for cancer research, Dave ran 3,452 miles across the country—from Medford, Oregon, to Medford, Massachusetts—in an effort to raise \$100,000 to benefit the Jimmy Fund, the philanthropic arm of the Dana-Farber Cancer Institute in Boston.

During the luncheon, there will also be awards, entertainment, exciting raffles, valuable networking opportunities, and a special giveaway for each attendee. Join us as we celebrate our 107th year, the vitality of the region, and the businesses that make Metro South great!

Tickets are \$100 for members and \$135 for future-members. Corporate tables of 10 & sponsorships are still available. Visit [www.metrosouthchamber.com/calendar](http://www.metrosouthchamber.com/calendar), call (508) 586-0500 x 231, or email [AReinertson@metrosouthchamber.com](mailto:AReinertson@metrosouthchamber.com). *Continued on page 5.*

\*The Multipurpose Auditorium at Teen Challenge, 1315 Main Street, Brockton. A live virtual option will be available via Zoom if necessary as determined by Governor and Health Officials.

## Small Business Strong, Pro-Bono Resources for MA Small Businesses

## SMALL BUSINESS STRONG

Small Business Strong is a non-profit organization empowered to help women and minority owned small businesses navigate the devastating impact of the COVID-19 pandemic.

They recognize that our 650,000 Massachusetts small businesses are the lifeblood of our communities and we have set out to provide best-in-class support where it's needed most.

Small Business Strong provides expedited, pro-bono resources to small businesses ranging from access to capital to consulting, business restructuring, business growth, digital marketing and customer engagement plans.

You don't need to work through these hard times alone, visit [smallbstrong.com](http://smallbstrong.com) to learn more about this helpful resource.

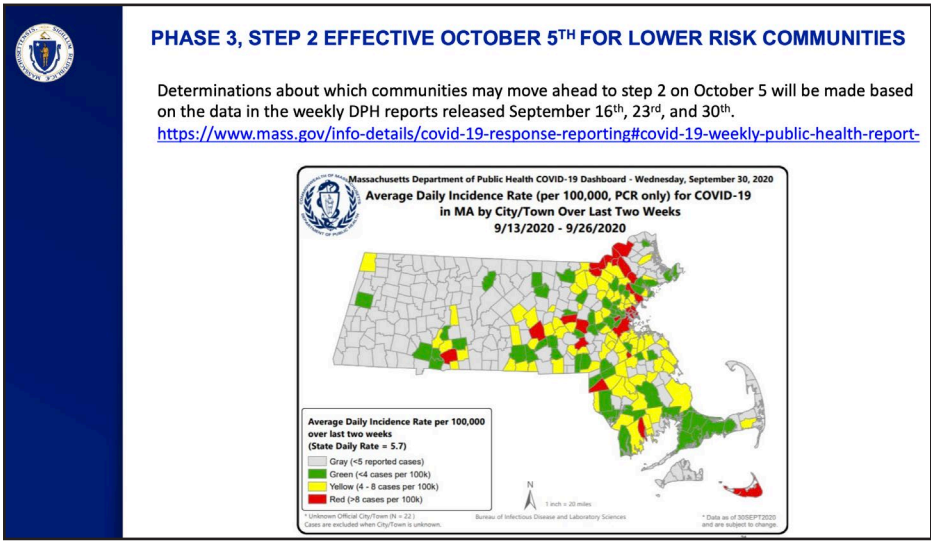
## Brockton Business Assistance Program, Still Accepting Applications



The Brockton Business Assistance program is designated for businesses experiencing financial hardship due to the COVID-19 pandemic. This program will aid small businesses in job creation & job retention and to maintain business continuity. Funded through the City of Brockton's COVID-19 Community Development Block Grant program and managed by Brockton Redevelopment Authority and MassHire Greater Brockton Workforce Board, Applicants may request up to \$10,000.00 for the proposed need. *Continued on page 8.*



# Lower Risk Massachusetts Communities Entering Step 2 of Phase 3 - Effective October 5th, 2020



The Baker-Polito Administration announced that effective Monday, October 5th, lower risk communities will be permitted to move into Step II of Phase III of the Commonwealth’s reopening plan. All other communities will remain in Phase III, Step I. Governor Charlie Baker also issued a revised gatherings order. Industry specific guidance and protocols for a range of Phase I, II, and III businesses will also be updated. Visit <https://www.mass.gov/news/baker-polito-administration-announces-transition-to-step-ii-of-phase-iii-for-lower-risk> to read the full press release.

## REOPENING: PHASE 3, STEP 1 & 2 - VIGILANT

Lower risk communities are defined as cities and towns that have not been a “red” community in any of the last three weekly Department of Public Health (DPH) weekly reports.

Effective October 5, a limited number of sectors will be eligible to reopen, with restrictions, in Step II of Phase III for lower risk communities only:

- Indoor performance venues will be permitted to open with 50% capacity with a maximum of 250 people.
- Outdoor performance venue capacity will increase to 50% with a max of 250 people.
- For arcades and indoor and outdoor recreation businesses, additional Step II activities like trampolines, obstacle courses, roller rinks and laser tag will also be permitted to open and capacity will increase to 50%.
- Fitting rooms will be permitted to open in all types of retail stores.
- Gyms, museums, libraries and driving and flight schools will also be permitted to increase their capacity to 50%.
- Read more: Governor’s COVID-19 Order #51

## Revised Gatherings Order:

- The limit for indoor gatherings remains at a maximum of 25 people for all communities.
- Outdoor gatherings at private residences and in private backyards will remain at a maximum of 50 people for all communities.
- Outdoor gatherings at event venues and in public settings will have a limit of 50 people in Step I communities, and a limit of 100 people in lower risk, Step II communities.
- Read more: Governor’s COVID-19 Order #52

## Sector Specific Protocol Updated:

Businesses and sectors are subject to compliance with all mandatory safety standards. As always, businesses should consult sector-specific protocols and the When Can My Business Reopen? pages at [www.mass.gov/reopening](http://www.mass.gov/reopening).

## RESTAURANTS

Outdoor dining extended until 60 days after the expiration of the state of emergency. Municipalities can opt for date limitations.

- ALL: Remove 24 hr required closure for cleaning, align language with other guidance (i.e. direct to follow latest CDC guidance).
- STEP 2: For performances at restaurants, allow wind/brass instruments but no singing indoors (aligns with indoor performance venues).

## INDOOR & OUTDOOR THEATERS, CONCERT HALLS, AND SIMILAR PERFORMANCE VENUES

- ALL: Staff and performers don’t count towards capacity limit. Movie theater increases to 50% capacity per theater and concessions open
- STEP 2: Indoor performance venues open (50% capacity; max 250 people) Outdoor performance venue capacity increases to 50% with a max of 250 people.

## INDOOR AND OUTDOOR EVENTS

- ALL: Staff and caterers don’t count towards capacity limit
- STEP 2: Allow wind/brass instruments but no singing at indoor events (aligns with indoor performance venues). Advance capacity to 25 persons indoors and 100 persons outdoors.

## RETAIL

- ALL: Open food courts
- STEP 2: Allow fitting rooms to open in all types of stores

## ARCADES AND INDOOR & OUTDOOR RECREATION BUSINESSES

- STEP 2: Increase capacity to 50%. Open step 2 activities; laser tag, roller rinks, trampolines, obstacle courses.

## GOLF

- ALL: Allow more than 1 rider per cart and allow flag sticks

## DRIVING/FLIGHT SCHOOLS, GYMS, LIBRARIES, MUSEUMS AND SECTORS NOT OTHERWISE ADDRESSED

- ALL: Increase capacity to 50%

Questions? Contact the Executive Office of Housing & Economic Development: Massachusetts Office of Business Development (MOBD) [www.mass.gov/MOBD](http://www.mass.gov/MOBD)

## GREATER BOSTON AND SOUTHEAST REGIONS

**Margaret Laforest,**  
Regional Director  
Cell: 617-939-3097  
[margaret.laforest@mass.gov](mailto:margaret.laforest@mass.gov)

**Susan Whitaker,**  
Regional Director  
Cell: 617-620-1005  
[susan.whitaker@mass.gov](mailto:susan.whitaker@mass.gov)



# Extension of Administrative Tax Relief for Local Biz



On September 15, the Baker-Polito Administration announced extended administrative tax relief measures for small local businesses that have been impacted by the ongoing COVID-19 outbreak, especially in the restaurant and hospitality sectors.

This includes the extension of the deferral of regular sales tax, meals tax, and room occupancy taxes for small businesses due from March 2020 through April 2021, so that they will instead be due in May 2021. Additionally, all penalties and interest that would otherwise apply will be waived.

Businesses that paid less than \$150,000 in regular sales plus meals taxes in the year ending February 29, 2020 will be eligible for relief for sales and meals taxes.

Business that paid less than \$150,000 in room occupancy taxes in the year ending February 29, 2020 will be eligible for relief with respect to room occupancy taxes.

For businesses with meals tax and room occupancy tax obligations that do not otherwise qualify for this relief, late-file and late-pay penalties will be waived during this period.

The Department of Revenue will issue emergency regulations and a Technical Information Release to implement these administrative relief measures. <https://www.mass.gov/infodetails/important-covid-19-response-update-from-dor>

BOARD OF DIRECTORS	DIRECTORS
OFFICERS	Paul Anghinetti - <i>Bank of America</i>
Chair of the Board <b>Fred Clark, Esquire</b> <i>Bridgewater State University</i>	Joe Cardinal - <i>National Grid</i>
President and CEO <b>Christopher Cooney, CCE, MPA</b> <i>Metro South Chamber of Commerce</i>	Michele Cinquegrano - <i>Verizon</i>
Chair-Elect <b>Joseph Casey</b> <i>HarborOne Bank</i>	Todd Copeland - <i>Copeland Auto Group</i>
Treasurer <b>Gregory Hart, CPA</b> <i>Summer St Financial Advisors LLC</i>	Dan Evans - <i>Evan's Machine Co., Inc.</i>
Vice Chair Economic Development <b>Pat Ciaramella</b> <i>Old Colony Planning Council</i>	Nelson Fernandes - <i>JJ's Caffè</i>
Vice Chair Government Affairs <b>Richard Hynes</b> <i>Barbour Corporation</i>	Rick Fisher - <i>Bluestone Bank</i>
Vice Chair Community Affairs <b>Mahsa Khanbabai, Esquire</b> <i>Khanbabai Immigration Law</i>	Gena Glickman - <i>Massasoit Community College</i>
Vice Chair Membership Development <b>Friend Weiler</b> <i>Consultant</i>	Chuck Jones - <i>Harbor Health</i>
Immediate Past Chair <b>Gerry Nadeau</b> <i>Rockland Trust</i>	Sue Joss- <i>Brockton Neighborhood Health Center</i>
	Mike Lambert- <i>Brockton Area Transit Authority</i>
	Marisela Marrero - <i>Good Samaritan Medical Center</i>
	Jeni Mather - <i>J.M. Pet Resort</i>
	Matthew Osborne - <i>Eastern Bank</i>
	Andrew Raczka - <i>Abington Bank</i>
	Albert Senesie - <i>Victory Human Services</i>
	George Spilios - <i>Crown Linen</i>
	Lisa Strattan - <i>The Enterprise</i>
	David Teixeira- <i>The Mattress Maker of New England</i>

CHAMBER STAFF	(508) 586-0500	Front Desk x 221
<b>Christopher Cooney, CCE, IOM, MPA</b> President and CEO x 223	<b>Kayla May</b> Member Engagement x 221	
<b>Emma Stratton</b> Director of Communications x 222	<b>Marcy Venezia, Nightingale Group LLC</b> Membership Sales x 229	
<b>Lexi Reinertson</b> Membership, Programs & Events x 231	<b>Theresa Lobo-Albin</b> Finance x 230	

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.

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

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

# CHAMBER Calendar

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

## October

06	<b>Live Virtual Networking</b> <i>Zoom Virtual Meeting</i>	10:30 am
06	<b>"Ready or Not, Exit or Pivot Webinar"</b> <i>Member led webinar: GleeWorks</i>	12:00 pm
06	<b>Executive Board Meeting</b> <i>Zoom Virtual Meeting</i>	3:00 pm
07	<b>Ambassador Meeting</b> <i>Zoom Virtual Meeting</i>	9:00 am
08	<b>"Get Your Local Business on Google Search &amp; Maps"</b> <i>Grow with Google Webinar Series</i>	10:00 am
09	<b>"10 Steps to Launching Your Business" Series</b> <i>Member led webinar: GleeWorks</i>	9:00 am
15	<b>Live Virtual Networking</b> <i>Zoom Virtual Meeting</i>	10:30 am
16	<b>COVID-19 Economic Recovery Update</b> <i>Zoom Virtual Meeting</i>	2:00 pm
20	<b>Special Zoom Luncheon w/Secretary Acosta</b> <i>Zoom Virtual Meeting</i>	12:15 pm
21	<b>"Cybersecurity for your Home Office"</b> <i>Member led webinar: MIS Alliance</i>	10:00 am
22	<b>"Make Your Website Work For You"</b> <i>Grow with Google Webinar Series</i>	10:00 am
28	<b>Board of Directors Meeting</b> <i>Zoom Virtual Meeting</i>	12:30 pm
29	<b>"Use YouTube to Grow Your Business"</b> <i>Grow with Google Webinar Series</i>	10:00 am
30	<b>COVID-19 Economic Recovery Update</b> <i>Zoom Virtual Meeting</i>	2:00 pm

## November

04	<b>Ambassador Meeting</b> <i>Zoom Virtual Meeting</i>	9:00 am
05	<b>"Using Data to Drive Business Growth"</b> <i>Grow with Google Webinar Series</i>	10:00 am
18	<b>107th Annual Meeting &amp; Business Expo</b> <i>Teen Challenge Brockton OR Virutally via Zoom Pro.</i>	12:00 pm

**Additional networking events will be announced, contact Lexi to be placed on a mailing list. Email AReinertson@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.

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



**Brockton Farmers Market, Every Friday through October 30 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 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

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

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.

**Jean Gouveia named Dean of Brockton Hospital School of Nursing**

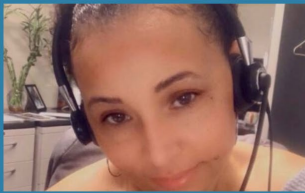


Jean Gouveia, Brockton Hospital School of Nursing

Signature Healthcare is proud to announce Assistant Dean at the Brockton Hospital School of Nursing, Jean Gouveia has been promoted

to Dean of the school. In her role as Assistant Dean since December of 2019, Gouveia has continued and enhanced the reputation of the school as a nurturing and communal environment seeking to enrich students both academically and socially. As a Nursing Instructor at the school since 1999, she provided special, hands-on clinical experience to students that the Brockton Hospital School of Nursing prides itself on. She is an RN and also practiced at Brockton Hospital from 1987-2001. Gouveia, a Taunton resident, attended Fitchburg State College for her Bachelor's Degree in Nursing and the University of Massachusetts

## 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!

at Boston for her Master's Degree in Nursing with concentrations in critical care and education. Brockton Hospital School of Nursing has a prestigious reputation in nursing education, having graduated over 2,000 nurses, and remains the only hospital-based nursing school in the state of Massachusetts.

**Rockland Trust receives "Outstanding" Community Reinvestment Act Rating**

In a recent Community Reinvestment Act (CRA) performance evaluation by the Federal Deposit Insurance Corporation (FDIC) and the Massachusetts Division of Banks, Rockland Trust received an overall "Outstanding" rating – the highest rating possible. From May 2017 through March 2020, Rockland Trust donated approximately \$1.5 million in

grants and donations to 414 different charitable organizations that provide affordable housing or community services to low and moderate-income individuals, or otherwise promote economic development impacting low and moderate-income individuals. Through the use of flexible lending programs for residential and small business loans they were able to provide over 1,100 loans for approximately \$388 million. Rockland Trust employees are extremely involved and take pride in the communities they serve. Take Stoughton Branch Manager, Jamison Torres, for instance, who coordinated with a local housing authority to streamline the account opening process for new housing residents, thereby making it easier for them to fulfill public housing requests.

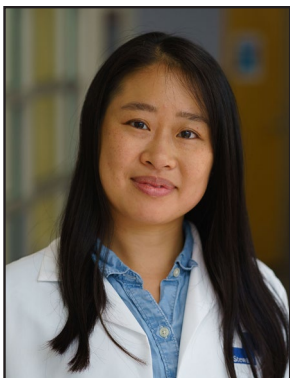
## Health Care Matters

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 Welcomes Victoria Chia, MD, and Adrienne J. Headley, MD. Dr. Victoria Chia and Dr. Adrienne J. Headley join OB/GYN Staff at Good Samaritan Medical Center.**

Good Samaritan Medical Center is pleased to welcome Victoria Chia, MD, MPH and Adrienne J. Headley, MD, FACOG, DABFM to the department of Obstetrics and Gynecology.



Victoria Chia, MD, MPH



Adrienne J. Headley, MD, FACOG, DABFM

Drs. Chia and Headley provide a full spectrum of obstetric/gynecological care and maternity services. They are welcoming new patients at SMG

Women's Health, 830 Oak Street, Ste. 223E, Brockton, MA and SMG Middleboro Multispecialty Group, 8 Commerce Way, Middleboro, MA. Appointments are available by calling (508) 897-4712. Dr. Chia earned her medical degree from the University of California San Diego School of Medicine in La Jolla, California, and a Master of Public Health from the Harvard T.H. Chan School of Public Health in Boston. She completed her residency at Boston University/

Boston Medical Center. Dr. Chia specializes in full-spectrum obstetrics and gynecology, with special interest in family planning and abnormal uterine bleeding. Dr. Headley received her medical degree from the State University of New York. After earning her medical degree, she completed a residency in Obstetrics and Gynecology from Jersey Shore University Medical Center in Neptune New Jersey and a residency in Family Medicine at UMDNJ-Robert Wood Johnson Medical School in New Brunswick, New Jersey. Dr. Headley completed a fellowship in Family Medicine-Obstetrics at the UMDNJ-Robert Wood Johnson Medical School.



# Sec. of Labor & Workforce Dev. to Address Chamber

Tuesday, October 20, 2020 | 12:15 pm - 1:30 pm | Live Virtual Event via ZOOM

Join us and the Secretary of Labor & Workforce Development for a special zoom luncheon! **October 20th, 12:15pm - 1:30pm for a live Legislative Luncheon offered virtually via Zoom.** To register, visit [metrosouthchamber.com/calendar](https://metrosouthchamber.com/calendar). Contact Lexi with questions, (508) 586-0500 x 231, or email [AREinertson@metrosouthchamber.com](mailto:AREinertson@metrosouthchamber.com). (Massachusetts Governor Charlie Baker will be rescheduled to join the Metro South community on a later date.)



Secretary of Labor & Workforce Development, Rosalin Acosta



Rosalin Acosta is a widely respected financial and banking service professional with over 30 years of experience in Greater Boston financial institutions, most recently as Senior Vice President and Managing Director for Enterprise Wealth Management at Enterprise Bank in Lowell, where she oversaw the operations of the bank's Wealth Management and Brokerage divisions since 2013. Acosta has also worked in senior executive roles at TD Bank and Sovereign Bank (now Santander). Acosta serves in many community and civic capacities, including as a

Board Member of The Boston Foundation, a Board Overseer at Boston Children's Hospital since 2009, where she was a founding member of Milagros Para Ninos, and a 14-year Member of the Boston Chapter of the Association of Latino Professionals For America (ALPFA). Acosta is a Director and Planning Member of the Merrimack Valley Workforce Investment Board and was appointed a Northern Essex Community College Trustee by Governor Baker in 2016. Acosta has been named one of Boston's Most Influential Women by the Women of Harvard Club in 2014, where she serves on the Leadership Committee, and El Planeta's Top 100 Most Influential Hispanics in Massachusetts for three consecutive years. Born in Cuba, Acosta earned a Bachelor of Arts from Wesleyan University in Connecticut, where she was a member of the Women's Varsity Ice Hockey Team. She is the proud mother of 5 children and an avid traveler, runner, and cyclist.

Sponsors & Partners:



# Boston Marathon Race Director at 107th Annual Meeting & Business Expo - November 18th, 2020

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

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



The cost of a table is \$499 for members and \$599 for future-members. Expo space is selling out! For information on reserving your table, contact Lexi Reinertson, call (508) 586- 0500 x 231, or email [AREinertson@metrosouthchamber.com](mailto:AREinertson@metrosouthchamber.com).

Premier Sponsor:



# 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](https://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! Fridays 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@metrosouthchamber.com](mailto:chris@metrosouthchamber.com)



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The Enterprise



MEMBER Profile - Boy Scouts of America



Ian Furst, District Executive - Sacchem District, Boy Scouts of America, Mayflower Council



Mayflower Council, Boy Scouts of America  
2 Mount Royal Ave, Suite 100  
Marlborough, MA 01752  
(508) 271-4619  
www.mayflowerbsa.org

Year Established: 2017

Products or Services: Scouting program for young men and women ages 5-21

Number of Employees: 16 full time, 85 part time/seasonal

**What is unique or special about your firm and the products and services you offer?** We are the local Scouting organization providing the character and leadership building programs the BSA has been famous for since 1910, including the celebrated Eagle Scout award. We are proud to welcome both young men and women into all of our programs, with over 14,000 youth served in 2019. We offer camping programs at our three council properties located in Plymouth, Sudbury, and Bolton where Scouts get an incredible camping experience over the summer months, taking part in activities such as wilderness survival, aquatics, shooting sports, orienteering, and many more!

**What is your market area?** We serve the MetroWest and South Shore regions of Massachusetts, from Stowe to Plymouth.

**What markets do you serve?** Our flagship Cub Scouting and Scouts BSA programs serve youth ages 5-18. In addition, we offer High Adventure programs to youth ages 14-21 in our Venturing and Sea Scouting programs, as well as career placement and job training opportunities through the Exploring division.

**What is your main business objective concerning your customers and the business community?** Our mission is to prepare young people to make ethical and moral choices over their lifetimes by instilling in them the values of the Scout Oath and Law. As a non-profit organization, we seek to build relationships in the business community and identify prominent individuals in our communities who are passionate in providing service to young people.

**Anything additional we should know about your company?** You have likely heard about the many exciting changes in Scouting, and we look forward to serving more youth as our programs expand to welcome all young men and women into the Scouting movement. For over 100 years, the Boy Scouts has provided life changing and character building programs to young Americans. In 2019, the BSA introduced Scouts BSA, a rebranding of the traditional Boy Scouts program which served young men ages 11-18. Scouts BSA expands the Scouting programs to young women, creating separate male and female Troops in which all Scouts can earn the Eagle Scout Award, attend BSA summer camps, and enjoy the life-changing program that has been offered to boys since 1910. These Troops provide outdoor education, citizenship and character building activities, and a chance for youth to become leaders in their communities. As a non-profit organization, we rely on charitable giving to support our operations. If you are interested in making a tax deductible gift to support Scouting, please contact Ian Furst at [ian@mayflowerbsa.org](mailto:ian@mayflowerbsa.org) or (508) 217-4619.

Marketing Strategies through COVID and Beyond; Stonehill College Offers Virtual Speaker Series

"The past seven months have presented unprecedented challenges to organizations in every segment of society. Maintaining a marketing strategy during such trying times requires a unique brand of innovative strategy. Join us for a free three-part speaker series in which experienced experts share their insights & tips."



Tom Manchester



Kristin McGillicuddy



Alisha Collins

SCORE - Upcoming Live Business Workshops



Massasoit Community College Corporate Education and SCORE South Eastern Mass (SEMA) are pleased to offer a new program designed for existing businesses, aspiring entrepreneurs, and students alike. SCORE is the nation's largest network of volunteer business mentors dedicated to helping small businesses get off the ground, grow and achieve their goals.

The program, *NextPhase Learning*, consists of a series of business essential workshops covering five key topics: marketing, finance, social media, entrepreneurship, and the restaurant/hospitality sector.

- Finance Essentials 101 & 102: 10/14 @ 9AM-12PM
- Market Focus Essentials - Hospitality Sector: 10/14 @ 10AM-12PM
- Social Media Marketing Essentials: 10/19 @ 9:30AM-12PM
- Marketing Essentials: 10/26 @ 9:30AM-12PM
- Entrepreneurship Essentials: 11/9 @ 9:30AM-12PM
- Social Media Marketing Essentials: 11/16 @ 9:30AM-12PM
- Market Focus Essentials - Hospitality Sector: 11/23 @ 10AM-12PM
- Finance Essentials 101 & 102: 10/14 @ 1PM-4PM
- Marketing Essentials: 12/07 @ 9:30AM-12PM
- Entrepreneurship Essentials: 12/15 @ 9:30AM-12PM

By design, *NextPhase Learning* will span the learning continuum – from workshops to one-on-one business mentoring to longer-term consulting and advising. All sessions are delivered live online via Zoom. For additional information call 508-588-9100 x1322

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/live-webinars](http://www.score.org/live-webinars)

October 8 @ 1:00PM: How to Explain Your Products and Services with Infographics

How well you communicate information about your products and services can make or break your potential sales with customers. In today's noisy world of information overload and short attention spans, infographics are a quick and easy way to explain the details about your products and services engagingly. This webinar, presented by product expert Dinah Ramirez with Easel.ly, will provide you with basic formats and strategies for tackling an infographic's writing and development so that your customers can learn what they need to know and move forward with a purchase. You'll learn: What an infographic is and the benefits of using them to explain your products and services; How other companies and businesses use infographics to explain their products and services - from simple to complex; How to write, organize, and streamline content for an infographic; Ways to get your infographic designed.

October 14 @ 1:00PM: Women-Owned Startups in Rural America - Learn About Useful Tools & Resources

80% of rural small business owners believe the quality of life and cost of living are much better in rural areas, BUT they cite challenges. Join this LIVE Q&A session where the National Women's Business Council (NWBC) and SCORE will dedicate the full hour to answering your questions on the top challenges rural startups face and the most effective resources and programming to help your business thrive. This lively discussion will delve into the available training and resources for women business owners and entrepreneurs in rural America.

October 6, 7-8PM. Tom Manchester, Chief Marketing Officer, Uno Restaurant Holding Corp.

October 14, 6-7PM. Kristin McGillicuddy, Adjunct Professor of Marketing, Stonehill College.

November 12, 7-8PM. Alisha Collins '07. Vice President, Development & Corporate Giving, The Possible Project.

Visit <https://www.stonehill.edu/events/register-for-our-speaker-series/2020-10-06/> to register and learn more.

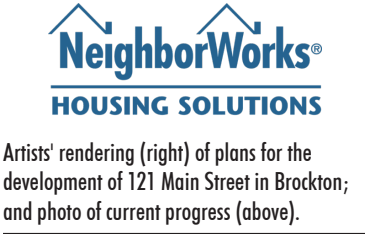


# Pandemic's Impact on Commercial and Residential Real Estate in Boston and the Metro South Region

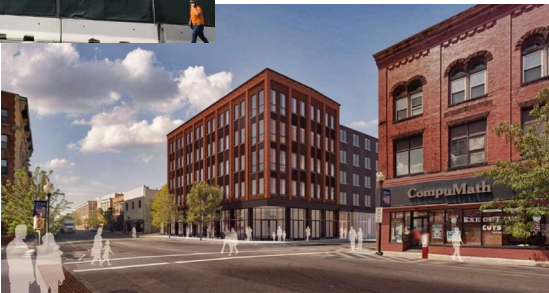


In September, the Chamber partnered with the New England Real Estate Journal to present a panel of business leaders focused on analyzing the impacts of the COVID-19 pandemic on commercial and residential real estate from Boston to the Metro South region. Moderated by Fred Clark, Esq., Bridgewater State University President; panelists Mike Kennealy, Secretary of Housing & Economic Development; Russell Stein and Jay Peabody, Partridge Snow & Hahn, LLP; Geoffrey Anatole, South Shore Property Management, LLC., Gerry Nadeau, Rockland Trust; and Dave Ellis, Ellis Realty Advisors. A recorded version of this webinar is available on the Chamber's YouTube page, visit [www.youtube.com/watch?v=OO5APdjW3N0](https://www.youtube.com/watch?v=OO5APdjW3N0) to view.

## Downtown Development Progress, Sycamore on Main



Artists' rendering (right) of plans for the development of 121 Main Street in Brockton; and photo of current progress (above).



Utile's latest project with non-profit developer NeighborWorks Housing Solutions is now under construction! Demolition and excavation began early this year, the foundation has been poured and the structure continues to grow. Sycamore on Main at 121 Main Street in Brockton, MA will house 48 mixed-income rental units, a below-grade parking garage, and ground floor commercial space.

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

# Commercial Real Estate Available in Metro South



309 Main Street  
Brockton, MA 02301  
11,998 SF  
List Price: \$799,900  
MLS #72687156  
Commercial/Industrial  
Contact: Bill Callahan, (508) 238-5000 x331

309 Main Street is the former Sampson Funeral Home which was built as a single family home by Gardner Josiah Kingman in 1886. The home was designed by the well known architect at the time, Wesley Lyng Minor. The property is still operating as a funeral home with living area above, but it would present itself as an excellent apartment development opportunity for the right person. All appointments require 24 to 48 hour notice for tenants. Listing Agent must accompany. Prospective Buyers must show Commercial financing approval prior to making an appointment.



955 Turnpike Street  
Canton, MA 02021  
16,600 SF of Retail Space  
Mixed-Use  
Contact: Jim Berish, (508) 586-9000



Under Construction: Brick and Glass Retail and Mixed Use Center. Phenomenal visibility and ample parking. Located adjacent to the Canton Commerce Center. This location delivers tremendous professional day time population and access to high income neighborhoods including Canton, Milton, Stoughton, Sharon.



Bridgewater Savings & Mansfield Bank have joined together as **Bluestone Bank** and want to share the excitement with you.

**ENTER 2WIN!**  
at [bluestone.bank/better2gether](https://bluestone.bank/better2gether)  
or your local *Bluestone branch.*






Live Economic Recovery Calls w/City, State & Fed. Officials

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

Friday, October 2 @ 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, U.S. Small Business Administration (SBA), guest speaker State Representative Claire D. Cronin, and Matt Brewster, P2 Advisors.




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

Friday, September 25 @ 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, U.S. Small Business Administration (SBA), guest speaker State Representative Claire D. Cronin, and Matt Brewster, P2 Advisors.



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

Friday, September 11 @ 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, U.S. Small Business Administration (SBA), and SEED Corporation, and S.M.B.

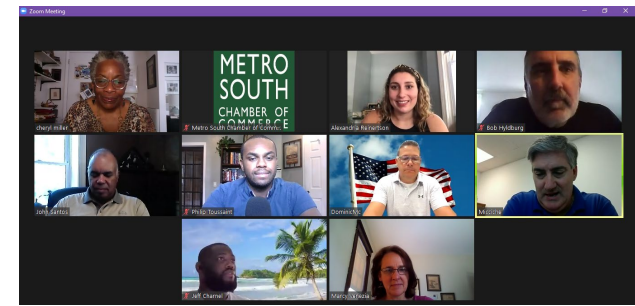


Since March, the Metro South Chamber of Commerce has held regular live webinars with the U.S. Small Business Administration (SBA); Mayor of Brockton, Robert F. Sullivan; and Massachusetts Office of Business Development (MOBD) to provide updates on a range of economic relief packages and resources being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

Scheduled for October:  
Friday, October 16 @ 2:00PM  
Friday, October 30 @ 2:00PM

Contact Lexi Reinertson to be placed on a mailing list and receive notifications for these resource calls.  
Phone: (508) 586-0500 x 231  
Email: AReinertson@metrosouthchamber.com

Strengthen Your Network - From Home!



Participating Businesses, Join Us!:



Take time to reconnect with your Metro South community. Your opportunity to network is here! Join us every Thursday, from 10:30AM-11:30AM for a chance to catch up and make new connections with live virtual Zoom networking.

Tuesday, October 6 @ 10:30AM  
Thursday, October 15 @ 10:30AM

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 Visit our online calendar for details, metrosouthchamber.com/calendar-registration.

Free Workforce Training Fund Info Session, Oct. 30



WORKFORCE TRAINING FUND

Free Info Session Added for Greater Brockton:  
Friday, October 30th, 10:00am on Zoom.

This information session is hosted by MassHire Greater Brockton Workforce Board. This session provides an overview of all of the Workforce Training Fund programs. Topics covered include: the features and requirements of each program, funding availability, and application process. Following the information session, participants should be able to determine which grants are best suited for their business needs and know how to begin the application process. The information session covers the following WTFP grant programs:

- General Program
- Express Program
- Small Business Direct Access Program

For more information about the Workforce Training Fund Program, please visit [www.workforcetrainingfund.org/events](http://www.workforcetrainingfund.org/events)

Funds Still Available for Brockton Businesses



GREATER BROCKTON WORKFORCE BOARD

In Collaboration with the City of Brockton and the Brockton Redevelopment Authority

The Brockton Business Assistance program is designated for businesses experiencing financial hardship due to the COVID-19 pandemic. This program will aid small businesses in job creation & job retention and to maintain business continuity. Funded through the City of Brockton's COVID-19 Community Development Block Grant program and managed by Brockton Redevelopment Authority and MassHire Greater Brockton Workforce Board, Applicants may request up to \$10,000.00 for the proposed need. Applicants can utilize funds to support initiatives that will allow them to continue operating during and/or after the COVID-19 pandemic. Business Assistance Program (Free Google account is required to submit application). Visit <https://forms.gle/cmSEizk325goZKes5> for info.

The grant funding may be used for the following critical needs:

- Expenses that would not have usually occurred without the COVID-19 pandemic
- Business continuity assessment and planning
- Marketing, such as paid digital advertisements during and post COVID-19 pandemic
- General business continuity expenses
- Payroll or employee training
- Or any other applicable expenses incurred since State of Emergency declared in MA on March 10, 2020

Review of applications will begin with completed applications as of Monday, June 15, 2020. Applications will continue to be reviewed on an "as received" basis until all funds are expended or October 31, 2020, whichever is first. Disbursement of funds will start on July 1, 2020.

For more information contact Sheila Sullivan-Jardim at [ssjardim@masshiregbwb.org](mailto:ssjardim@masshiregbwb.org) or Robert Jenkins at [rjenkins@brocktonredevelopmentauthority.com](mailto:rjenkins@brocktonredevelopmentauthority.com)



## Upcoming Member Led Webinars, Register Online

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

### Ready or Not, Exit or Pivot *(offered by GleeWorks)*

Tuesday, October 6 | 12:00PM - 2:00PM

Price: Free!

Topic: Dragging your feet on your business future or just starting out? Learn 5 critical actions to take now to make the most of your business. This event will give you a foundation for decision making. Don't let the pandemic threaten everything you've built.

Join Marcy Venezia, of GleeWorks Holistic Coaching, for a conversation with Linda Hannon of Real Family Finance as they discuss practical advice on how to prepare for your next steps. What are your numbers telling you? Are you out of inspiration? Do you have what it takes to pivot and stay in the game or do you even want to? How will your decision impact the people you care about? **Speaker:** Linda Hannon of Real Family finance. She is a finance coach and all-around number nerd with an unwavering belief that we all deserve to be financially secure. She wants to inspire you to be stronger, more confident, and at peace with your money. Linda uses her 30+ years as a CFO with private and public companies to help small businesses grow and be profitable.

### 10 Steps to Launching Your Business Series *(offered by GleeWorks)*

Starts Friday, October 9 | 9:00AM

Price: 10 hours of coaching and support for \$397

Topic: 10 Weeks of hands guidance and support, and tools to help you launch your business. Take your business to the next level and join a community of entrepreneurs as together we build our businesses. This group will support you, keep you accountable and thriving. Take the 1 hr Workshop on Tuesday then join your colleagues to put what you have learned into practice. Be ready to work, Support others and do the homework. The more you put into it the more you get out of it. Topics

1. Ready or Not, Exit or Pivot
2. Vision to Reality - 5 steps to make your vision a reality
3. Big Picture - Creating a plan & setting goals
4. Proof of Concept & Bootstrapping-- Bare Bones test
5. Cash is King, Don't bleed to death before you launch
6. Branding your business learn tools and tips
7. Customer experience with heart and WOW them
8. Playing the game of Fun-ding and fine-ance
9. Marketing and Social Media Marketing strategies
10. Keeping the momentum - Putting it together, celebrate, and plan our future

### Cybersecurity for your Home Office: 5 Steps Every Business Leader Needs to Know *(offered by MIS Alliance)*

Wednesday, October 21 | 10:00AM - 11:00AM

Price: Free!

Topic: October is National Cybersecurity Awareness Month and the timing couldn't be better to help business owners protect their remote workers and their data from a cyber-attack. Considering the unprecedented number of people who are working from home due to COVID-19, it's nearly another pandemic in security challenges requiring businesses to batten down the hatches. MIS Alliance will share their expert tips with business owners on how to increase cybersecurity at the home office.

Attendees will learn the following security strategies:

- Identify and follow a security strategy
- Employee security awareness
- Updates and patching
- Secure remote access and devices
- Password security management

**Speaker:** Alexis Downing, Vice President of Business Development at MIS Alliance will present the webinar for the \*MetroSouth Chamber of Commerce members. MIS Alliance is an independent, woman-led IT security firm based in Newton that provides IT solutions for leading businesses in the automotive, engineering, fitness, health care, non-profit, professional services, and property management industries across New England.

## Grow with Google: Free Webinar Series

# Grow with Google



Utilize free live webinars offered by Grow with Google. To register and learn more, visit [www.metroouthchamber.com/workshops](http://www.metroouthchamber.com/workshops) or email Lexi at [AREinertson@metrosouthchamber.com](mailto:AREinertson@metrosouthchamber.com)

### October 8 @ 10:00AM - Get Your Local Business on Google Search and Maps

**Register online:** [register.gotowebinar.com/register/9213462547450261774](http://register.gotowebinar.com/register/9213462547450261774)

Join Bryan Caplan, Speaker for Grow with Google, for an info-packed webinar dedicated to growing your business online. In this 45-minute webinar, you'll learn about Google My Business, a free tool for local businesses who want to connect with customers on Google Search and Maps. Get hands-on help creating or updating your business profile or a simple website. In this workshop we'll discuss best practices for:

- Create or claim your Business Profile on Google
- Manage your business info across Google Search and Maps
- Use Google My Business to connect with potential customers

### October 22 @ 10:00AM - Make Your Website Work For You

**Register online:** [register.gotowebinar.com/register/3954922843285986318](http://register.gotowebinar.com/register/3954922843285986318)

Join Bryan Caplan, Speaker for Grow with Google, for an info-packed webinar dedicated to growing your business online. In this 45-minute webinar, learners will discover how to create a search-friendly website that drives user action and supports their goals. Whether launching a new website or sprucing up an old one, this workshop will help. All attendees will want to stay after the presentation for a bonus session where Bryan will show you how to use YouTube with your website.

### October 29 @ 10:00AM - Use YouTube to Grow Your Business

**Register online:** [register.gotowebinar.com/register/5666182949547264526](http://register.gotowebinar.com/register/5666182949547264526)

Join Grow with Google Speaker, Bryan Caplan, as he shows you how to tap into the power of YouTube. Get best practices for creating a YouTube Channel and compelling video content that promotes your products and services and drives engagement with your brand. In this workshop we'll discuss best practices for:

- Understanding different video formats
- How to setup a YouTube channel
- Making good creative, and how to target and measure the results

### November 5 @ 10:00AM - Using Data to Drive Business Growth

**Register online:** [register.gotowebinar.com/register/8884241278566929933](http://register.gotowebinar.com/register/8884241278566929933)

Join Bryan Caplan, Speaker for Grow with Google, for an info-packed webinar dedicated to growing your business online. In this 45-minute webinar, you'll learn best practices and analyze trends about how customers engage with your business online, then turn these insights into well-informed, actionable decisions. A focus on Google Analytics and how to use this tool to make better business decisions.

### GRO-N-THINGS, INC. Interior Plant Maintenance and Design Service

P.O. Box 1246  
Middleboro, MA 02346  
508.947.8433 (p)  
781.767.2244 (f)



Shelley Tierney  
OWNER

SERVING AREA BUSINESS SINCE 1975



Support Your Chamber: Advertising Opportunities! 2020 Book for Business & COVID-19 Resource Guide

Advertising in a Chamber publication offers your company exposure to the Metro South business community and an opportunity to network with business leaders from the area. Not only does it create awareness for your products and services, it allows you to target your marketing efforts to business professionals and potential customers in the Metro South Region.

Reserve Ad Space for 2021!

Contact Emma Stratton  
estratton@metrosouthchamber.com

The Book for Business Member Directory & Guide is a 100 page publication printed annually. It contains a listing of Chamber member, both alphabetically and categorically. The Book for Business is distributed to over 8,000 people, including all members, prospective members, town halls, libraries, legislators and more. It is also posted online where it receives another 5,000 views annually. Rates start at just \$450.

The E-Update is an online email blast sent to 3,000 people weekly through Constant Contact. This newsletter keeps subscribers informed about upcoming Chamber events, legislative actions, helpful services, and resources. In addition, it offers active links to other websites for more information and links to register for events. All members are invited to submit content to the Community/Member Events section. Advertising rates start at just \$30 per week.

Advertise on www.metroouthchamber.com! The website contains information for Chamber members as well as for tourists and those considering relocation to the region. Contained on the website is event registration, newsletters, blog, videos and photos, members-only page, business resources, town profiles, what to do in the region and more. The Metro South Chamber website receives 60,000 views annually.

RENEWING Members

Thank you!

- A Phone Jack
- A Plus Blue Lion Insurance Agency, LLC
- An Improved You
- Bell Stoughton
- BFI Waste Services
- Brockton Area Multi-Services, Inc.
- Brockton Symphony Orchestra
- Buzz Around, LLC
- Champion City Transit Management, Inc.
- City of Brockton
- Conway Insurance Agency
- Copeland Chevrolet
- Copeland Toyota
- Do Brazil Market
- Family & Community Resources, Inc.
- Farley Funeral Home, Inc.
- Good Samaritan Medical Center

- Gouthro Plumbing & Heating
- Independence Associates, Inc.
- John T. Veale, D.M.D., Peter G. Veale, D.M.D. Inc.
- Mansfield Bank
- Massachusetts Growth Capital Corp.
- MassDevelopment
- Mechanics Cooperative Bank
- Plymouth County Development Council
- Providing Excellence Through Technology
- Robert G. Roy
- Roger Keith & Sons Insurance
- Standard Modern Company, Inc.
- The Charity Guild, Inc.
- The Ockers Company, Inc.
- Trufant Real Estate, Inc.

WELCOME NEW MEMBERS!

Reinvesting in Our Community

Beantown Builders, Inc.  
Mr. Donald Donnalson  
181 N Montello Street  
Brockton, MA 02301  
(617) 291-8501  
www.beantownbuilders.com  
Contractors General

The SMBX  
Mr. Benjamin Stein  
486 15th Avenue  
San Francisco, CA 94118  
(773) 320-9142  
www.thesmbx.com  
Investments

SUEZ  
Mr. Mark Phillips  
82 Birchtree Drive  
Westwood, MA 02090  
(508) 273-6451  
www.suez.com  
Environmental

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



Look out for the Chamber of Commerce 2020 Book for Business & COVID-19 Recovery Resource Guide! The book features area dining, lodging, public golf courses, recreation, legislative leaders, regional and economic data, and a complete membership listing. The book also includes a full color map of Metro South and highlights hotels, golf courses, industrial parks, and other points of interest.

Additional information and resources have been included in this year's publication to assist small businesses with economic recovery in light of the impact of COVID-19 on the business community.

Over 9,000 copies of the Book are being distributed to every registered business within the Metro South region\*, as well as to all Chamber members, banks, real estate offices, town halls, area colleges, libraries, legislators, and sent to all relocating businesses and families interested in the Metro South area.

For more information on the Book for Business, contact Director of Communications, Emma Stratton at (508) 586-0500 x 222 or email estratton@metrosouthchamber.com. To view the book online, visit metrosouthchamber.com/news-media/book-for-business.

\*from an aquired list.

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. Full and part-time jobs are available.



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...

- Oct. 15:** Where's The Money NOW? Position Your Business for the Future of Small Business Lending
- Oct. 20:** Increase Your Sales with Online Reviews
- Oct. 22:** Planning Tips to Make Your E-Commerce Biz Thrive During Peak Season
- Oct. 29:** Funding Options for Hispanic Owned Businesses in the "Missing Middle"
- Nov. 3:** Year-End Tax Planning for Your Business






Beantown Builders, Inc.



181 N Montello Street, Brockton • (617) 291-8501  
www.beantownbuilders.com

"We are a full-service general contractor, and this means that we manage every phase of your home or commercial remodeling or addition project. The process starts with developing a plan to accomplish your goals. When approved, we coordinate our team of licensed, skilled contractors and crews to complete the work in a logical, timely manner. Our services include demolition, electrical, plumbing, HVAC, flooring, cabinets, countertops, windows, doors, roofing, gutters, architectural, and interior design services."

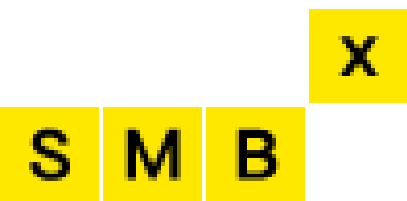
SUEZ



82 Birchtree Drive, Westwood • (508) 273-6451  
www.suez.com

"For 160 years, water, sanitation, waste collection and recovery activities and services have been essential. SUEZ draws on the expertise it has been developing since the late 19th century to help people constantly improve their quality of life by protecting their health and supporting economic growth."

The SMBX



486 15th Avenue, San Francisco • (773) 320-9142  
www.thesmbx.com

"We're SMBX - a team of recovering bankers, financial engineers, and technologists working around the clock to democratize small business finance. We're on a mission to build a dynamic small business marketplace network that unlocks wealth for business owners and the communities that invest in them. In 2016, the SEC enacted Title III of the JOBS Act, making it easier for people to invest in startups and small businesses. We saw an opportunity to utilize this new legal space to build a new small business capital marketplace and manifest our vision."

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 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.

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



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



BUSINESS EVENTS Planner

<div><div>Tuesday, Oct. 6</div><div>Live Virtual Networking</div><div>10:30 am - 11:30 am</div><div>Zoom Meeting</div><div>Live Virtual Event.</div><div>Stay connected; join us for a free networking session.</div><div>Cost: Free!</div><div>Register online: metrosouthchamber.com/calendar</div></div>	<div><div>Thursday, Oct. 15</div><div>Live Virtual Networking</div><div>10:30 am - 11:30 am</div><div>Zoom Meeting</div><div>Live Virtual Event.</div><div>Stay connected; join us for a free networking session.</div><div>Cost: Free!</div><div>Register online: metrosouthchamber.com/calendar</div></div>	<div><div>Friday, Oct. 16</div><div>COVID-19 Economic Recovery</div><div>Call Update with City, State, and Federal Resources</div><div>2:00 pm - 3:00 pm</div><div>Zoom Meeting</div><div>Join the Chamber for a live COVID-19 update call with local, state, and federal resources.</div><div>Cost: Free!</div><div>Register online: metrosouthchamber.com/calendar</div></div>	<div><div>Tuesday, Oct. 20</div><div>Special Zoom Luncheon with Secretary Rosalin Acosta</div><div>12:15 pm - 1:30 pm</div><div>Zoom Meeting</div><div>Join the Chamber for a live COVID-19 update call with local, state, and federal resources.</div><div>Cost: Free!</div><div>Register online: metrosouthchamber.com/calendar</div></div>
<div><div>Friday, Oct. 30</div><div>COVID-19 Economic Recovery</div><div>Call Update with City, State, and Federal Resources</div><div>2:00 pm - 3:00 pm</div><div>Zoom Meeting</div><div>Join the Chamber for a live COVID-19 update call with local, state, and federal resources.</div><div>Cost: Free!</div><div>Register online: metrosouthchamber.com/calendar</div></div>	<div><div>Wednesday, Nov. 18</div><div>107th Annual Meeting Virtual B2B Expo</div><div>10:00 am - 3:00 pm</div><div>Teen Challenge OR Virtual via Zoom</div><div>1315 Main Street, Brockton (or online via Zoom)</div><div>Join the Chamber for a presentation by Dave McGillivray, networking, B2B expo, door prizes, and more.</div><div>Members: \$499      Non-Members: \$599</div><div>Register online: metrosouthchamber.com/calendar</div></div>	<div><div>Wednesday, Nov. 18</div><div>Boston Marathon Race Director at 107th Annual Meeting!</div><div>12:00 pm - 1:30 pm</div><div>Teen Challenge OR Virtual via Zoom</div><div>1315 Main Street, Brockton (or online via Zoom)</div><div>Join the Chamber for a presentation by Dave McGillivray, networking, B2B expo, door prizes, and more.</div><div>Members: \$100      Non-Members: \$135</div><div>Register online: metrosouthchamber.com/calendar</div></div>	<div><div>LIVE</div><div>WORK</div><div>SHOP</div><div>PLAY</div><div>www.BuyBrockton.org</div></div>