



Actionreport



December
2020

www.metroouthchamber.com

Leading Businesses
Leading Communities



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



Kelly Mallory, Mallory Headsets, Inc.
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Dave McGillivray, Boston Marathon Race Director
Page 6



Donald Donnallson, Beantown Builders, Inc.
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Senate Ways & Means Chair on Upcoming Economic Recovery Zoom Call

Friday, December 11, 2020 | 2:00 pm - 3:00 pm | Zoom Virtual Meeting



MA Senator Michael J. Rodrigues,
Senate Ways and Means Chair



Join us for a COVID-19 Economic recovery call update on **Friday, December 11th 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. Special guest includes Massachusetts State Senator Michael Rodrigues. This virtual event is sponsored by Cambridge Savings Bank. Register online at metrosouthchamber.com/calendar-registration or contact Lexi for assistance, email AREinertson@metrosouthchamber.com *Cont. on page 5.*



U.S. Small Business
Administration

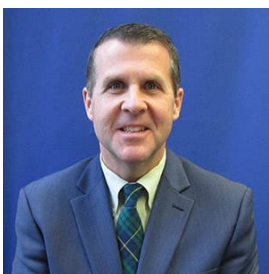


Cambridge
SAVINGS BANK

Sponsor:

COVID-19 Economic Recovery Update with City, State, and Fed. Officials

Friday, December 18, 2020 | 2:00 pm - 3:00 pm | Zoom Virtual Meeting



Mayor of Brockton, Robert F. Sullivan



Join us for a COVID-19 Economic recovery call update on **Friday, December 18th 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. We will be joined by special guest Bob Hyldborg, author of "Total Patriots" and "Relive Patriots History: Six Time World Champions". This virtual event is sponsored by Good Samaritan Medical Center. Register online at metrosouthchamber.com/calendar-registration or contact Lexi for assistance, email AREinertson@metrosouthchamber.com *Continued on page 5.*



Bob Hyldborg, author of "Total Patriots" and "Relive Patriots History: Six Time World Champions"



U.S. Small Business
Administration



Good Samaritan Medical Center
A STEWARD FAMILY HOSPITAL

Sponsor:

Chamber Celebrates and Champions Business at 107th Annual Meeting



Premier Sponsor:



UMASS
DONAHUE
INSTITUTE



Supporting Sponsors:

The Chamber has remained active in support of businesses impacted by

COVID-19 and the resulting restrictions. The Chamber has pivoted to online programming including COVID Recovery Zoom Calls with local, state, and federal resources. In addition, the chamber provides a robust lineup of online business workshops and weekly networking programs.

During the Annual Meeting of the Chamber, many businesses and their leaders were recognized. Among them were Fusion Dolls of Brockton, Brockton-based healthcare providers and several who invested in new buildings and expanded operations despite the pandemic.

The Chamber made contributions or purchases from the following organizations: Fusion Dolls, Signature Healthcare, Good Samaritan Medical Center, Brockton Neighborhood Health Center, Teen Challenge Brockton, and several local restaurants, coffee shops, and eateries in appreciation of their contributions and resilience. *Continued on page 6.*

**Own A Small Business?
Thinking About 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. Learn more by visiting sema.score.org or by calling (508) 587-2673.

**Chamber Sponsorship
Opportunities Available 2021**

Sponsorship opportunities are available! Are you interested in hosting or sponsoring a Good Morning Metro South breakfast, Business After Hours, the Taste of Metro South, Legislative Reception, Small Business Awards, Ribbon Cutting, Multicultural Business Forum, ATHENA Awards, Government Affairs meeting, Annual Meeting, or Legislative Luncheon? What about advertising in the Book for Business or E-Update newsletter? Join us in support of the Metro South region. Contact Lexi for sponsor details, email AREinertson@metrosouthchamber.com.

Webinars, Virtual Workshops & Expos, Endless Ways to Grow & Maintain Your Business From Home

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



Social Media Presence, Is it Marketing? (offered by GleeWorks)
Tuesday, December 1 | 12:00PM



Andy Fanara, Above the Clouds Inc.



Brittany Pace-Raley, The Social Pace



Party Like It's 2025! Announce Your Incredible Success! (offered by GleeWorks)
Tuesday, December 8 | 12:00PM

It's 2025 and you are more successful than you had imagined! Let's party and celebrate our successes over the last 5 years. What would that look like? Your book is published, your business is thriving and you are living the dream.

Dress up, come with your awards and the products that have made you so successful. We will take the opportunity to talk and act as if we have already been successful. It does not matter where you are in business, came as you will be having made it by 2025.

There is scientific evidence that talking, thinking and acting as if you are already successful helps you get there. Join your colleagues in celebrating success!



Marcy Venezia, GleeWorks

Marcy Venezia, MBA, RN, PMP MO4, GMO2, Holistic Coach and Speaker. She advises businesses facing challenges using a mind, body spirit approach. She uses mindset research, mindful techniques to help leaders shift their perspective and identify new opportunities. Intuition, collective consciousness and a higher power is an incredibly powerful aspect of her work and she shows you how you can use your spiritual capabilities to thrive.

Marcy guides small businesses with tools, resources and experience in the areas of marketing, strategy and solutions to

challenges. She consults with the Metro South Chamber of Commerce, Heads the Easton Chapter Networking Group USA and is on the leadership council of Above the Clouds a Charity that engages children facing challenges in the wonder of flight.



Pre-Certification Session (offered by Massachusetts Supplier Diversity Office (SDO))
Tuesday, January 12, 2021 | 10:00AM-12:00PM
Tuesday, March 16, 2021 | 10:00AM-12:00PM
Thursday, April 29, 2021 | 10:00AM-12:00PM

This is a required workshop for all businesses interested in applying for certification as a Minority, Woman, Veteran, and/or Portuguese Business Enterprise. The workshop will include information about the regulations, qualifications, process, and other information needed to begin the certification process. This session will run for two hours. Visit www.sdo.osd.state.ma.us/WorkShop/xwrk_main.aspx to register.



Connecting Your Business to the Commonwealth (offered by Massachusetts Supplier Diversity Office (SDO) / OSD)
Wednesday, December 16, 2020 | 10:00AM-12:00PM
Thursday, February 25, 2021 | 10:00AM-12:00PM
Wednesday, April 28, 2021 | 10:00AM-12:00PM

The Operational Services Division offers this FREE two-hour-long workshop designed for businesses who are interested in learning how to do business with the State. This workshop includes: an overview of Statewide and Departmental Contracting procurement process and associated programs and services such as the Supplier Diversity Program (SDP) and the Small Business Purchasing Program (SBPP). Attendees will also learn about marketing to public entities and using COMMBUYS and other resources. In most cases, a COMMBUYS registration session follows the program. Visit www.sdo.osd.state.ma.us/WorkShop/xwrk_main.aspx to register.

Want to host a member led workshop of your own through the Metro South Chamber of Commerce? Join us! We'll help you market your workshop and share your knowledge with the Metro South business community. Inquiries may be sent to Lexi Reinertson at AREinertson@metrosouthchamber.com, or call (508) 586-0500 x 231

Commercial Real Estate Available in Metro South



FOR SALE: \$699,999
229 Main Street
N Easton MA

Contact: Brian Droukas
Droukas Real Estate
(781) 844-0755

Prime office building (3098 sqft) FOR SALE on Main Street in North Easton, MA. Features: Parking, ADA Access, Onsite generator, additional square footage in basement, downtown N Easton, close proximity to Route 24.



FOR SALE: \$1,900,000
785 Washington Street
Easton MA 02375

Contact: Brian Droukas
Droukas Real Estate
(781) 844-0755

Commercial property located right on Route 138 in Easton. Former Sports Performance Center. Professional landscaped entrance with a fenced in yard with artificial turf and a half court basketball court on the exterior. One overhead drive-in door with approx 8,120 sqft of warehouse space with additional office space on the first and second floor. Restrooms with showers.

BOARD OF DIRECTORS	DIRECTORS
OFFICERS	Paul Anghinetti - Bank of America
Chair of the Board Joseph Casey HarborOne Bank	Michele Cinquegrano - Verizon
President and CEO Christopher Cooney, CCE, MPA Metro South Chamber of Commerce	Carol Chin - McDonald's Franchisee
Chair-Elect Richard Hynes Barbour Corporation	Todd Copeland - Copeland Auto Group
Treasurer Gregory Hart, CPA Summer St Financial Advisors LLC	Donald Donnalson - Beantown Builders, Inc.
Vice Chair Economic Development Dan Evans Evans Machine Co. Inc.	Nelson Fernandes - JJ's Caffè
Vice Chair Government Affairs George Spilios Crown Uniform & Linen Service	Rick Fisher - Bluestone Bank
Vice Chair Community Affairs Mahsa Khanbabai, Esquire Khanbabai Immigration Law	Chuck Jones - Harbor Health
Vice Chair Membership Development Friend Weiler Consultant	Sue Joss- Brockton Neighborhood Health Center
Immediate Past Chair Fred Clark, Esquire Bridgewater State University	Mike Lambert- Brockton Area Transit Authority

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

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

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

CHAMBER Calendar

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

December

01	"Social Media Presence, Is It Marketing?" Member led workshop: GleeWorks	12:00 pm
02	Ambassador Meeting Zoom Virtual Meeting	9:00 am
03	Live Virtual Networking Zoom Virtual Meeting	10:30 am
08	"Party like it's 2025! Announce Your Incredible Success" Member led workshop: GleeWorks	12:00 pm
08	Executive Board Meeting Zoom Virtual Meeting	3:00 pm
10	Live Virtual Networking Zoom Virtual Meeting	10:30 am
11	COVID-19 Economic Recovery Update with City, State, and Federal Officials Zoom Virtual Meeting	2:00 pm
16	Board Meeting Zoom Virtual Meeting	12:30 pm
17	Live Virtual Networking Zoom Virtual Meeting	10:30 am
18	COVID-19 Economic Recovery Update with City, State, and Federal Officials Zoom Virtual Meeting	2:00 pm
24	Christmas Eve: Half Day	
25	Christmas Day: Chamber Closed	

January

01	New Year's Day: Chamber Closed	
06	Ambassador Meeting Zoom Virtual Meeting	9:00 am
12	Executive Board Meeting Zoom Virtual Meeting	3:00 pm
18	Martin Luther King, Jr. Day: Chamber Closed	
27	Board Meeting Zoom Virtual Meeting	12:30 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 (via 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 or call (508) 678-0533 x 1201.

FULLER CRAFT MUSEUM PRESENTS: Craft Chat with Alexandra Sheldon, Wednesday, December 9 at 2:00pm

You are invited to join us for a Craft Chat with artist Alexandra Sheldon. She will discuss her evolution from classically trained painter to abstract artist. We'll learn about her creative process, her approach to teaching abstract art, the joy she finds in teaching, challenges to her studio practice, and what makes her drop-in, live, zoom collage class so popular. Her remarkable collage work is included in the upcoming exhibition Makers and Mentors: The Art and Life of Snow Farm—The New England Craft Program opening on November 28, 2020. Artist Bio:

Members - send Good News to estration@metrosouthchamber.com
Sponsored by: Good Samaritan Medical Center

Alexandra Sheldon is an artist living in Cambridge, Massachusetts. She has been an artist her entire life, starting out as a landscape and still life painter and currently dedicated to making mixed media collages. Since 1999 Alexandra has taught collage workshops in her Cambridge studio and the New England Craft Program Snow Farm. She is represented by the Bromfield Gallery in Boston, Massachusetts. Visit fullercraft.org to register.

Mass Cultural Council: Cultural Organization Economic Recovery Program. Application due Friday, December 11, 2020.

Cultural Organizations have suffered staggering losses as a result of the COVID-19 pandemic and related closures. The Cultural Organization Economic Recovery Grant Program offers grants to support Massachusetts nonprofit cultural organizations negatively impacted by the coronavirus/COVID-19 pandemic. Culture is a major contributor to economic growth and opportunity in Massachusetts, investing in the recovery of Cultural Organizations is an investment in the economic recovery of the Commonwealth. These funds were appropriated through the Commonwealth's Supplemental Budget for Fiscal Year 2020 (FY20) as well as federal monies received through the CARES Act: \$2 million from line item 1599-1232 in Section 2A of Massachusetts session law Chapter 124 of the Acts of 2020 which is funded through the federal CARES Act and an additional \$8 million from the Commonwealth's portion of federal CARES Act funding. These

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!

funds will be administered by Mass Cultural Council, in partnership with the Executive Office of Housing and Economic Development (EOHED). Visit <https://massculturalcouncil.org/organizations/cultural-organization-economic-recovery-program/application-process/> to apply and learn more.

11th Annual Export Expo - Thursday, January 14 & Friday, January 15, 2021

This year's Export Expo will be a virtual event that will include an exhibit area featuring government, non-profit and private sector service providers serving the export community. The Export Expo will also feature a lineup of workshops, panel discussions and special addresses on a wide variety of export-related topics. This year's Export Expo will

focus on the challenges and imminent developments in our global trade environment, including the impact of both the presidential election and the global pandemic on trade policy and operations. Hot-button issues such as two-way trade with China and Hong Kong, free trade and tariff policy, enhanced export controls and foreign investment restrictions, shifts needed to conduct business in a global pandemic and more will be addressed, with a focus on helping companies to navigate a dynamic and increasingly complex global trade environment. Special guest speakers include Kevin Wolf, former Assistant Secretary of Commerce for Export Administration; and Barbara Weisel, former Assistant U.S. Trade Rep. for Southeast Asia. Visit <https://www.msbd.org/export/expo/> to register

Health Care Matters

Sponsored by: Good Samaritan Medical Center 235 North Pearl Street, Brockton, MA 02301 508-427-3000 www.goodsamaritanmedical.org



Good Samaritan Medical Center Welcomes Norman Tabroff, MD, New Chief of Psychiatry
Norman Tabroff MD has been appointed Chief of Psychiatry at Good Samaritan Medical Center. Dr. Tabroff earned his undergraduate degree and medical doctorate from Boston University and completed his residency in Adult Psychiatry at Boston University Medical Center. He is board certified in Psychiatry and

Neurology in Psychiatry. He has been a behavioral health leader in the Steward Healthcare system since 1985. He has provided leadership for the behavioral health program at Norwood Hospital. Dr. Tabroff has also supported the behavioral health programs at Carney Hospital, Morton Hospital and Good Samaritan Medical Center since 2014. Dr. Tabroff will oversee care for behavioral health patients in the Emergency Department and Inpatient Units. For more information visit <https://www.goodsamaritanmedical.org>.

About Good Samaritan Medical Center:
Good Samaritan Medical Center is an acute-care, 267-bed hospital providing comprehensive inpatient, outpatient, and Level III Trauma emergency services to Brockton and 22 neighboring communities. The hospital offers Centers of Excellence care in orthopedics, oncology, and cardiology, specialized care in surgery, family-centered obstetrics with Level II nursery, substance abuse treatment, and advanced diagnostic imaging. Good Samaritan Medical Center has the Gold Seal of Approval from the Joint



Norman Tabroff, MD

Commission on Accreditation of Health Care Organizations. Good Samaritan Medical Center is part of Steward Health Care System. To learn more visit <https://www.goodsamaritanmedical.org>.

Funds Still Available for Brockton Businesses



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 or Robert Jenkins at rjenkins@brocktonredevelopmentauthority.com

COVID-19 Grants for MA Small Businesses

The Commonwealth of Massachusetts has made \$50.8 million in grants available to support small businesses, microenterprises, and their employees, families and communities. Massachusetts Growth Capital Corporation (MGCC) will be administering these funds to businesses experiencing economic hardship and a loss of income due to the COVID-19 pandemic.

These funds were appropriated through the Commonwealth’s Supplemental Budget for Fiscal Year 2021 (FY21) as well as the CARES Act of 2020 and are divided into two programs.

Grant funding is intended to help businesses adversely impacted by the pandemic. Preference will be given to small businesses whose owners are women, minorities, veterans, members of other underrepresented groups, who are focused on serving the Gateway Cities of Massachusetts, and those most negatively impacted by the COVID-19 pandemic. Preference will also be given to applicants that have not been able to receive aid from other federal programs related to COVID-19. Visit www.empoweringsmallbusiness.org/covid-19-response/covid-19-grants-massachusetts-small-businesses for details.

RAFT (Residential Assistance to Families in Transition) Program Offers \$10K Grants for Housing

(Residential Assistance to Families in Transition), provides short-term emergency financial assistance to help eligible homeowners and renters by assisting with mortgage payments, rent, utility bills, and other costs. This special program targets households facing instability as a result of a COVID-19 (Coronavirus) related housing crisis due to a loss of wages or increase in expenses (e.g., medical expenses). For more info, visit NHSMass.org.

COVID Recovery Zoom Call w/State Senator Rodrigues

Friday, December 11, 2020 | 2:00 pm - 3:00 pm | Zoom Virtual Meeting



MA Senator Michael J. Rodrigues, Senate Ways and Means Chair

Register online at metrosouthchamber.com/calendar-registration or contact Lexi for assistance, email AREinertson@metrosouthchamber.com

State Senator Michael J. Rodrigues was elected to the Massachusetts State Senate in 2010, and serves the First Bristol and Plymouth District, which includes Westport, Fall River, Freetown, Lakeville, Rochester, Somerset, and Swansea. He was appointed as Chair of the Senate Committee on Ways and Means, as well as the Vice Chair of the Senate Committee on Steering and Policy for the 2019-2020 legislative session. In the 2017-2018 session, he served as Senate Majority Whip, Chairman of the Senate Committee on Ethics, and Vice Chairman of the Senate Committee on Redistricting, and previously served as the Chair of the Joint Committee on Revenue. Prior to being elected to the Senate, Michael served 14 years in the House of Representatives, where he chaired the Committee on Commerce and Labor, the Committee on Labor and Workforce Development, and the Committee on Consumer Protection and Professional Licensure. He also served on the Committee on House Ways and Means.

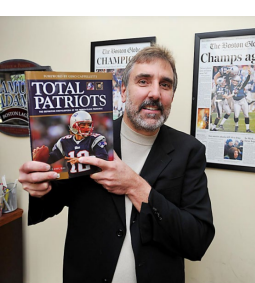
Michael graduated from the University of Massachusetts-Dartmouth with a Bachelor of Science in Accounting. He is President and Treasurer of ABC Floor Covering, Westport, MA.

He is the recipient of numerous awards from a variety of local organizations. Senator Rodrigues was also distinguished by the President of Portugal in 2010 with the Medal of Prince Henry the Navigator, which is the highest honor bestowed upon non-citizens of Portugal.



COVID Recovery Zoom Call w/Patriots Author, Hyldborg

Friday, December 18, 2020 | 2:00 pm - 3:00 pm | Zoom Virtual Meeting



Bob Hyldborg, author of "Total Patriots" and "Relive Patriots History: Six Time World Champions"

Long-time Patriots fan Bob Hyldborg has come out with his second book on the New England Patriots and their history. Bob is an intense football historian. His second book "Relive Patriots History" captures every player and memorable moment of the Patriots Football team since 1960, based on exclusive interviews conducted since 1994. Bob worked in the Patriots Press Room for every Home Game for 14 years and is known as "Bob the Stat Man" on numerous TV and Radio programs throughout the New England. Bob is very passionate about sharing the mindset leadership stories with entrepreneurs and executives so that they can strengthen and maintain extraordinary relationships in their personal business lives. Follow him on Twitter at [@bobthestatman](https://twitter.com/bobthestatman).



COVID-19 economic updates will also be highlighted by Mayor of Brockton Robert F. Sullivan, the Massachusetts Office of Business Development (MOBD), and the U.S. Small Business Administration.

Register online at metrosouthchamber.com/calendar-registration. Contact Lexi with questions, call (508) 586-0500 x231 or email AREinertson@metrosouthchamber.com

Chamber Celebrates 107 Years of Economic Growth, Recognizes 10 Businesses for Investing in Region



Thank you to our contributing sponsors and partners: Abington Bank, Bluestone Bank, Bank of America, Bridgewater State University, Brockton Area Transit Authority, Brockton Community Access, Brockton Redevelopment Authority, Brockton Housing Authority, Citrin Cooperman, Copeland Toyota, Crown Uniform & Linen Service, Eastern Bank, The Enterprise, Fusion Dolls, Good Samaritan Medical Center, HarborOne Bank, Hub Technical Services, JM Pet Resort, Massasoit Community College, MassHire Greater Brockton Career Center, MassHire Greater Brockton Workforce Board, North Easton Savings Bank, Old Colony Elder Services, Rich Morgan Photography, Rockland Trust, Sharon Crescent United Credit Union, Teen Challenge Brockton, UMass Donahue Institute, and Wright Technology.

Premier Sponsor:

Supporting Sponsors:



These twelve businesses have impacted the region by creating jobs and adding to the rich business culture by providing valuable products, resources, and services to help our region thrive. Whether small entrepreneurs or franchisees of international corporations, the following businesses are recognized for their impressive accomplishments. Congratulations to Stoughton House of Brews, JM Pet Resort, Massasoit Community College, McDonald's Restaurant, Planet Fitness Stoughton, Rose Realty Inc., Salisbury Properties, Somewhere Else Tavern, South Shore Property Management LLC, and Your CBD Store Braintree. We hope they continue to support and expand their influence throughout the Metro South region. See page 7 for business profiles.

Chamber Elects Five New Board Members

The Metro South Chamber of Commerce welcomes five new members to its Board of Directors: Carol Chin, McDonald's Franchisee; Donald Donnalson, Beantown Builders, Inc.; Kelly Mallory, Mallory Headsets, Inc.; Jay Pike, CPA, Citrin Cooperman; and Rich Spencer, North Easton Savings Bank.

Outgoing Board Members were recognized for their years of service at the 107th Annual Meeting: Joseph Cardinal, National Grid; Pat Ciaramella, Old Colony Planning Council (OCPC), and Gerry Nadeau, Rockland Trust.

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

The Board of Directors meets regularly to address policy and issues of economic and community concern.

The next Board of Directors meeting will be held on Wednesday, December 16 at 12:00 pm via Zoom. We are pleased to add these business leaders to our board and welcome their input in future meetings.



Carol Chin, McDonald's Franchisee



Donald Donnalson, Beantown Builders, Inc.



Kelly Mallory, Mallory Headsets, Inc.



Jay Pike, CPA, Citrin Cooperman



Rich Spencer, North Easton Savings Bank



Joseph Cardinal, National Grid



Pat Ciaramella, Old Colony Planning Council



Gerry Nadeau, Rockland Trust

Ili Spahiu, SBA Receives Charles A. Fuller Award



Ili Spahiu, Assistant District Director, U.S. Small Business Administration (SBA)



Ili Spahiu joined the U.S. Small Business Administration, Massachusetts District

Office in June 2015. He brings a wealth of knowledge from the private sector, having worked for various banks, credit unions and alternative lenders. Ili supervises the Capital Access field operations team and is responsible for all SBA lending activity in the Commonwealth of Massachusetts. He is the point of contact for over 250 SBA participating lenders in the state. Ili provides lender training on various SBA topics and works closely with SBA's Office of Credit Risk Management on lender oversight and program compliance.

Ili is a seasoned and highly skilled financial professional with extensive experience in commercial lending. He earned his BA in Public Administration and a Master of Science in Finance degree both from Clark University.

Most importantly, for so many of our chamber lenders and small business members, Ili is our chamber's direct point of contact for the United States Small Business Administration. Ili, from the early stages of this pandemic has been on the Chamber's COVID-19 resources and recovery calls, weekly. He has answered hundreds of questions and assisted thousands of businesses and organizations - encouraging them to apply for EIDL grants, PPP forgivable loans and SBA financing. Ili has proved to be a bright light guiding the way for so many businesses in the Metro South region.

Ili was born in Albania and currently lives in Worcester with his family where he founded the Albanian American Association and the Albanian School. In addition to his work at the SBA, he has volunteered to help numerous women, minority and immigrants start and grow their businesses. We are pleased to present the Charles A. Fuller Memorial Chamber Service Award to a true champion of business and the community, Ili Spahiu.

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



JM Pet Resort & Pet Vet Clinic
Mrs. Jeni Mather
1014 Pearl Street
Brockton, MA 02301
(508) 588-5661
www.jmpetresort.com



Massasoit Community College
Dr. Gena Glickman
One Massasoit Boulevard
Brockton, MA 02302
(508) 588-9100
www.massasoit.edu



Planet Fitness Stoughton
Mr. Jonathan Epstein
638 Washington Street
Stoughton, MA 02072
(781) 436-8133
www.planetfitness.com



Salisbury Properties
Mr. Steven Salisbury
23 Sandy Pond Circle
East Bridgewater, MA 02333
(508) 509-8217
www.facebook.com/scinc72



Somewhere Else Tavern
Ms. Lori Cook
65 School Street
Pembroke, MA 02359
(339) 933-8300
www.facebook.com/somewhereelsetavern



Stoughton House of Brews
Mr. Macgregor Morgan
28 Porter Street
Stoughton, MA 02072
(781) 436-8435
www.hobstoughton.com

Total Amount Invested: 100k

Square Footage of Building/Property: 2,700


of New Jobs Created: 20

Project Details: Relaunch of Stoughton House of Brews after it closed during the COVID crisis.

About the Company: Located in downtown Stoughton, we offer a twist on traditional bar food with upscale seasonal offerings and drinks.

Have you relocated? No

Any additional information (contractors, hours of operations, future plans for expansion, clients, additional offices, etc.): Same operations as previous owner. Enhanced menu with local ingredients, home infused drinks! M-W 11AM-10PM, Th-Sat 11AM-1AM, Sun 11AM-8PM.



Chin Management LLC
Ms. Carol Chin
150 Staniford Street, Suite #3
Boston, MA 02114
(617) 391-0038

Total Amount Invested: 1 Million

Square Footage of Building/Property: Approx. 2,000 sq. ft.

of Employees (retained): 62

of New Jobs Created: 50

Project Details: Major remodel program, new exterior, new drive-thru, new lobby, kitchen expansion, new signage, new walk-up window for delivery programs.

About the Company: In business for 30 years, operating 7 McDonald's locations including 715 Belmont Street in Brockton.

Have you relocated? No

Any additional information (contractors, hours of operations, future plans for expansion, clients, additional offices, etc.): Installed 2 new walk-up windows to facilitate Uber pick ups as well as Digital pick ups.



Rosen Realty, Inc.
Mr. Rich Rosen
80 Temple Street
Whitman, MA 02382
(781) 447-1111
www.rosenrealty.com

Total Amount Invested: over \$6 Million

Square Footage of Building/Property: 8 Buildings

Project Details: I built 27 unites in 8 buildings, a total of over \$6 Million was invested.

About the Company: Rosen Realty has been in business since 1986

Have you relocated? No

Additional information: Rosen Realty Inc. specializes in Residential Real Estate and has become a leader in the area when it comes to new construction. In the last several years, Rosen Realty Inc. has developed and/or marketed over 20 different subdivisions, ranging in size from 3 lots to 45 lots.

bluestone.bank

YOUR NEXT MOVE

[backed by Bluestone]



As a true community bank, we share in your success.

Helping you get where you want to be is very important to us. We look forward to proving that to you, our neighbors, every day.




Member FDIC | Member NCUA

Bridgewater Division Branches: Bridgewater, Bridgewater Center, East Bridgewater, Lakeville, Pembroke, Raynham, Taunton, West Bridgewater

Mansfield Division Branches: Mansfield, Norton, Plainville & West Bridgewater

Economic Impact Awards, Continued from Page 7



South Shore Property Management, LLC
Mr. Geoffrey Anatole
15 Torrey Street, Unit 3
Brockton, MA 02301
(508) 588-3061
www.sspm-llc.com

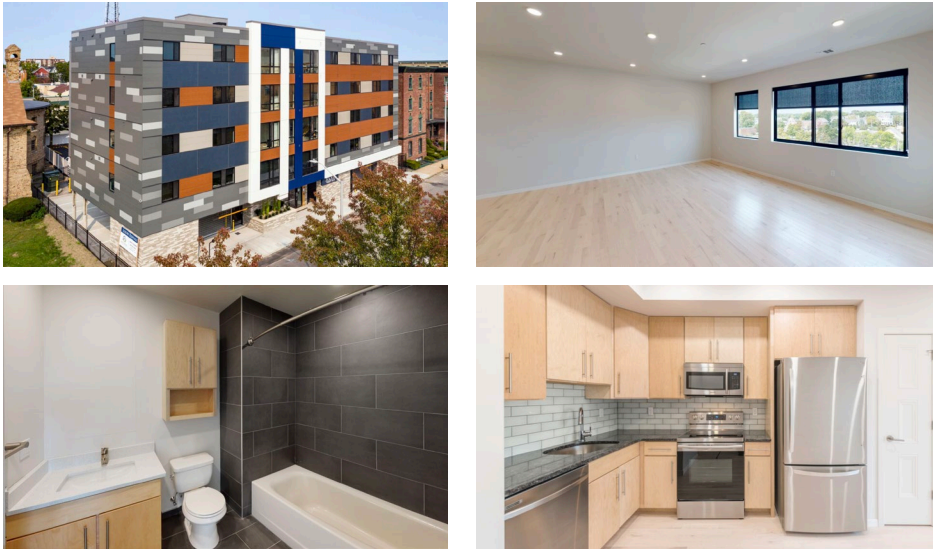
Square Footage of Building/Property: Approx. 52,000 sq. ft.


of Employees (Retained): 5

of New Jobs Created: 1

Project Details: New Construction - 44 luxury Market Rate Rental Units Built in downtown Brockton at 47 West Elm.

About the Company: South Shore Property Managemnet, LLC is a professional property management and real estate development company that you can trust to handle all operational responsibilities. With over 30 years of combined experience in the South Shore Area, we have a dedicated team of professionals ready to address your needs. We take pride in paying attention to the smallest details and providing quality living at affordable rates.





Your CBD Store Braintree
Ms. Lyn Hart
381 Washington Street
Braintree, MA 02184
(781) 228-6179
www.yourcbdstorebraintree.com

Total Amound Invested: 50k

Square Footage of Building/Property: Approx. 2,500 sq. ft.

of Employees (retained): 2

of New Jobs Created: 2

About the Company: Your CBD Store is the largest CBD retail company in the world. Your CBD Store Braintree was the first, boutique style, dedicated CBD store selling hemp products. CBD derived from industrial hemp is regulated by the USDA and we have revolutionized the quality of CBD manufacturing, and have created a space that is welcoming for our clientele.

We are a learning environment, where customers can try products and leave knowing what is in our product.

Our business has been growing very fast since opening the doors. Most of our customers are looking for healthy alternatives and most are elderly or above the age of 55. They are looking to limit the long lists of medications that come with a long list of side effects. The response has been so overwhelming that we are launching stores around the country now, and our success has been the quality of our formulation and our extensive 3rd party laboratory testing.

BOARD Profile - Donald Donnalson, Beantown Builders



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

Year Established: 2011

Products or Services: Residential + Light Commercial General Contracting

Number of Employees: 8



What is unique or special about your firm and the products and services you offer? We self-perform most of our work. We are also a licensed real estate broker so we understand the market and client goals.

What is your market area? Greater Boston to the Cape.

What markets do you serve? Residential and Multi-unit

Please list awards, honors, or special recognition your firm has received: Certified 203K General Contractors, Suffolk Trade Partnership Series Graduate, Business Equity Initiative Graduate.

What is your main business objective concerning your customers and the business community? Our goal is to eliminate blight while creative value by modernizing property.

How long have you been a Chamber Board Member? 2020

What is your Chamber Involvemnet? Local member.

What are some of the job positions that you have held? Sales, lawyer, real estate broker, real estate developer, licensed construction supervisor.

BOARD Profile - Dr. Marisela Marrero, Good Samaritan Medical Center - Steward Health Care



Good Samaritan Medical Center
235 N Pearl Street
Brockton, MA 02301
(508) 427-3000
www.goodsamaritanmedical.org

Year Established: 1968

Products or Services: Hospital Clinical Services

Number of Employees: 2000



What is unique or special about your firm and the products and services you offer? Comprehensive medical services

What is your market area? Broughton, Stoughton, Randolph, Easton, West Bridgewater

Please list awards, honors, or special recognition your firm has received: ACS trauma accreditation, COC, Orthopedic Center of Excellence

What is your main business objective concerning your customers and the business community? Provide high quality services within the community

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

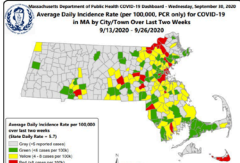
What are some of the job positions that you have held? VP of Clinical Operations and ER attending partners health care.

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

PHASE 3, STEP 2 EFFECTIVE OCTOBER 5TH FOR LOWER RISK COMMUNITIES

Determinations about which communities may move ahead to step 2 on October 5 will be made based on the data in the weekly DPI reports released September 15th, 23rd, and 30th.

<https://www.mass.gov/info-details/covid-19-response-map-track-covid-19-weekly-public-health-report>



Special Zoom Luncheon
with Sec. Rosalin Acosta

Tuesday, October 20
12:15 PM - 1:30 PM

Unemployment benefits, CARES Act protection for employees, info for employers and employees, job training & recruitment, COVID health & safety, and more.

Secretary of Labor & Workforce Development
Rosalin Acosta



National, Regional and State Data
National stats updated as of 5/21/20, Regional stats updated on 5/16/2020

Approved Loans	Approved Dollars	Average Loan	Participating Lenders
4,406,267	\$512,151,608,195	\$116,232	5506

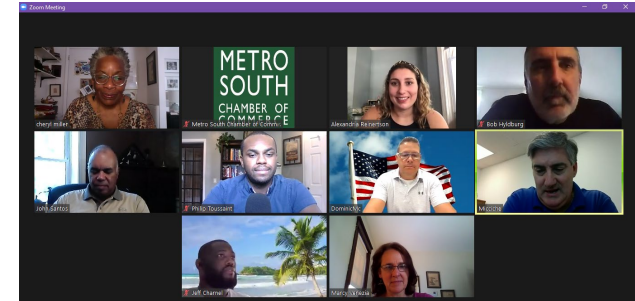
State	# Units	\$Amount
MA	104,415	\$14,295,657,394
CT	54,559	\$6,656,038,715
ME	25,420	\$2,230,439,306
NH	22,084	\$2,538,217,516
RI	15,857	\$1,857,053,019
VT	11,124	\$1,173,166,322
Totals	233,459	\$28,750,572,272

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 December:
Friday, December 11 @ 2:00PM
Friday, December 18 @ 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.

Thursday, December 3 @ 10:30AM
Thursday, December 10 @ 10:30AM
Thursday, December 17 @ 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.

SCORE - Upcoming Live Business Workshops

SCORE
FOR THE LIFE OF YOUR BUSINESS

MASSASOIT COMMUNITY COLLEGE

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.

- 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.

December 3 @ 2:00PM: The Hero Factor - How to Transform Your Business and Create a Winning Culture

Now more than ever, businesses need to know and own their purpose to survive, transform, and win. Every company ever created started as a story, an idea that inspired other people to join and believe in the cause and over time businesses forget and lose that passion. A majority of any given work force doesn't fully know their company's values and sense of purpose:

- Only 27% of employees actually know their own company values
- 51% of employees are disengaged in their current positions
- Over half the workforce is currently able to contribute more to their

operations!

In this motivating and inspirational webinar, leading business expert and best-selling author Jeffrey Hazlett will provide valuable insights into understanding and protecting your business' impact overtime. You'll learn about:

- Developing the right culture by knowing why you're in the game
- Knowing your purpose and how to lead with your values
- Why business as usual, bad moods, and mediocre expectations are indicators of a MUCH bigger problem
- Ensuring everyone on your team knows your core values, and more importantly believes in them
- Learning to live your brand in everything you do
- Owning your hero factor

December 5 @ 1:00PM: The 5 Step Marketing Strategy During a Pandemic

Marketing is a process. It's circular, cyclical, top-down, bottom-up, and hierarchical. It's a matrix, it's a pyramid...it's a PROCESS! As with most processes, if one of the steps fails, the entire outcome falls short. So it is with marketing.

Sure you can jump into the middle of the funnel and sell, sell, sell your product (who do you know who does this?) or you can follow five straightforward steps to make certain your marketing efforts are executing at the highest return on investment (ROI).

To do this, Certified SCORE Mentor and Marketing Chair Cheri Bales will show you how to tackle each of these steps with your own small businesses and give you some tools to look at marketing in a whole new, manageable way in today's pandemic times.

- Step 1: Define marketing goal
- Step 2: Determine target audience
- Step 3: Plan approach
- Step 4: Craft message
- Step 5: Evaluate results

Support Your Chamber: Advertise Your Business to Every Business, 9,000+ Copies!



Look out for the Chamber of Commerce 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.

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.

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 9,000 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 \$472.

Ad Size	Dimensions	Investment
Enhanced Listing	--	\$236
1/6 page ad	3.5" x 3"	\$472
1/3 page ad	3.5" x 6.5"	\$603
1/2 page ad	7.25" x 4.75"	\$892
Full page ad	7.25" x 10"	\$1,795
Inside Front Cover	7.25" x 10"	\$2,595
Inside Back Cover	8.5" x 11"	\$2,595
Back Cover	8.5" x 11"	\$2,595
Your Business Logo on the Front Cover, Plus Full Page Ad Inside	8.5" x 11"	\$3,995

More Opportunities to Gain Exposure for your Biz.

Advertise in the E-Update: our online email blast sent to over 4,600 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. *Advertising rates start at just \$85 per month.*

For more information on participating in the Book for Business Member Directory, advertising in the E-Update Weekly Newsletter, or the chamber website contact Director of Communications, Emma Stratton at (508) 586-0500 x 222 or email estratton@ metroouthchamber.com. To view the book online, visit metroouthchamber. com/news-media/book-for-business. For additional advertising info, visit metroouthchamber.com/membership/advertising.

*from an aquired list.

RENEWING Members

Thank you!

Baypointe RehabCenter, LLC
Berish Properties, Inc.
Bridgewater Trophy
Brockton First Foundation, Inc.
CATAX, Inc./Christos Liapopoulos
Collins Crane & Rigging Service, Inc.
Crown Uniform & Linen Service
George Washington Toma
Hart Design DBA Edible South Shore & South Coast
Health Imperatives, Inc.
Law Office of Mark D. Petti

Lynch's Towing Service & Auto Sales
Nightingale Group, LLC DBA
GleeWorks
Pinecraft Signs & Graphics
Pristine Engineers, Inc.
Providing Excellence Through Technology
Sign Design, Inc.
Spark Street Auto Body
TRACEY Environmental
Webster Park Rehab, a Division of Marquis Health Services

WELCOME NEW MEMBERS!

Reinvesting in Our Community

Leone Marketing Solutions, Inc.
Rachel Leone
6 Baker Hill Drive
Hingham, MA 02043
(781) 740-3171
www.leonemarketing.com
Promotional Products

Support The Soupman
Rick Dumont
484 Bedford Street
East Bridgewater, MA 02324
(607) 731-8163
www.supportthesoupman.org
Non-Profit

Revered Metal Roofing
Paul Welch
1282 Main Street, 3C
Hanson, MA 02341
(781) 536-4589
www.reveredroofing.com
Construction - Specialty

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

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)

SERVING AREA BUSINESS SINCE 1975



Shelley Tierney
OWNER

Networking Group USA Partners with Chamber



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

business. Visitors are always welcome. Networking Meetings:

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

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

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

To learn more about Networking Group USA and Additional chapters visit networkinggroupusa.com/our-story. For more information about Chamber Membership and Networking Groups contact Marcy at 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.



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

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



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



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



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



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



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



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.

SEED Corp. Offers Brockton Business Loan Program

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

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



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

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

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



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

- Take advantage of their free live webinar series! Learn more by visiting www.sema.score.org or by calling (508) 587-2673. Ahead for the month...
- Dec. 3: The Hero Factor - How to Transform Your Biz. and Create a Winning Culture
 - Dec. 8: The 5 Step Marketing Strategy During a Pandemic
 - Dec. 10: Credit Card Processing Secrets that will Save Your Small Biz. BIG Money
 - Dec. 15: Selling Through Social - Develop Your Strategy for the New Year
 - Dec. 29: Disaster Preparedness for Small Businesses
 - Jan. 5: Google Analytics 102 - Setting Goals, Tracking Data, and Analyzing Reports



Leone Marketing Solutions, Inc.



6 Baker Hill Drive, Hingham • (781) 740-3171
www.leonemarketing.com

"Leone Marketing Solutions is a Boston based promotional products and apparel firm with roots in the industry for over 25 years. We are marketing experts, 100% women-owned and a member of ASI® with top industry credentials. We make it easy for you to do business with us.

Ready to stand out from the competition?"

Revered Metal Roofing



1282 Main Street, 3C, Hanson • (781) 536-4589
www.reveredroofing.com

"Revered Metal Roofing offers a Lifetime Metal Roofing System, rubber and asphalt shingles at the best prices around. Our expert craftsmen and trained installation staff have the experience and knowledge to install the roofing system your property deserves. Our environmentally friendly building choices reduce energy consumption, smog, and urban heat islands which saves you money."

Support The Soupman



484 Bedford Street, East Bridgewater • (607) 731-8163
www.supportthesoupman.org

" From Maine through New Hampshire, Massachusetts, and Rhode Island, we care, clean, clothe, connect, and feed the needs of our homeless.

The need to help support the homeless, the hungry, and those suffering from addiction has never been greater. Please join us in our mission as there are a myriad of options to donate and volunteer. People helping people... It's just that simple!"

Join the Chamber!



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 metroouthchamber.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

Massachusetts It's all here! metroouthchamber.com

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

<p>Wednesday, Dec. 02</p> <p>Ambassador Meeting 9:00 am - 10:00 am Zoom Meeting Live Virtual Event.</p> <p>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.</p> <p>Contact: KMay@metroouthchamber.com</p>	<p>Thursday, Dec. 03</p> <p>Live Virtual Networking 10:30 am - 11:30 am Zoom Meeting Live Virtual Event.</p> <p>Stay connected; join us for a free networking session.</p> <p>Cost: Free!</p> <p>Register online: metroouthchamber.com/calendar</p>	<p>Tuesday, Dec. 08</p> <p>GleeWorks Workshop 12:00 pm Zoom Meeting Live Virtual Event.</p> <p>Party like it's 2025! Announce Your Incredible Success! There is scientific evidence that talking, thinking and acting as if you are already successful helps you get there. Join your colleagues in celebrating success!</p> <p>Cost: Free!</p> <p>Register online: metroouthchamber.com/calendar</p>	<p>Thursday, Dec. 10</p> <p>Live Virtual Networking 10:30 am - 11:30 am Zoom Meeting Live Virtual Event.</p> <p>Stay connected; join us for a free networking session.</p> <p>Cost: Free!</p> <p>Register online: metroouthchamber.com/calendar</p>
<p>Friday, Dec. 11</p> <p>COVID-19 Economic Recovery Call Update with State Senator Rodrigues 2:00 pm - 3:00 pm ZOOM Meeting Join the Chamber for a live COVID-19 update call with local, state, and federal resources.</p> <p>Cost: Free!</p> <p>Register online: metroouthchamber.com/calendar</p>	<p>Thursday, Dec. 17</p> <p>Live Virtual Networking 10:30 am - 11:30 am Zoom Meeting Live Virtual Event.</p> <p>Stay connected; join us for a free networking session.</p> <p>Cost: Free!</p> <p>Register online: metroouthchamber.com/calendar</p>	<p>Friday, Dec. 18</p> <p>COVID-19 Economic Recovery Call Update with Patriots Author Bob Hyldburg 2:00 pm - 3:00 pm ZOOM Meeting Join the Chamber for a live COVID-19 update call with local, state, and federal resources.</p> <p>Cost: Free!</p>	<div><div></div><div></div><div></div><div></div></div> <p>LIVE WORK SHOP PLAY</p> <p>www.BuyBrockton.org</p>