

## Housing Perspectives: The Pandemic Reveals the Need for Space, But Building Smaller Units Remains Essential



One result of the COVID-19 pandemic has likely been increased demand for larger homes, including those with dedicated office and exercise space. As a result, some housing experts predict that new construction in 2021 will need to meet the extra space requirements many are seeking, including additional rooms and outdoor space. But the focus on larger housing during the pandemic should not derail the momentum in smaller home construction of the past half-decade. Indeed, demand for smaller homes, which tend to be more modestly priced, remains strong.

In recent years, many of the nation's largest homebuilders have recognized the rising demand for more modest-cost housing options, frequently emphasizing "entry-level" or "lower-market" housing in their annual financial documents. According to our analysis of 10-Ks filed in 2019 (which provide an overview of a company's financial conditions), at least four of the nation's 10 largest builders in 2019 acknowledged the growing and persistent demand for lower-cost housing. In its 2019 annual report, the nation's eighth largest homebuilder, Century Communities, noted that the "anticipated increased demand for more affordable homes due to generational shifts, changing demographics and other factors" **To read the full article, visit [www.jchs.harvard.edu/blog/pandemic-reveals-need-space-building-smaller-units-remains-essential](http://www.jchs.harvard.edu/blog/pandemic-reveals-need-space-building-smaller-units-remains-essential).**

## 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.



Susan Whitaker, MA  
Office of Business  
Development • Page 2



Ili Spahiu  
Small Business  
Administration • Page 2



Conor Cooper  
Anchor an Oldcastle  
Company • Page 5

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You are cordially invited to join the Metro South Chamber of Commerce for a Live Virtual Business Forum on **Friday, March 5, from 2pm - 3pm** via Zoom Pro. This event is sponsored by North Easton Savings Bank.

This event is a great opportunity for potential and existing entrepreneurs to learn about helpful resources, network with local businesses, and hear from entrepreneurs who have successful businesses. Hear from a panel of local businesses as they share their success stories. Learn how they used their backgrounds to develop new ideas, leverage regional resources, and tap into new markets. This event is complimentary to attend and open to the community.

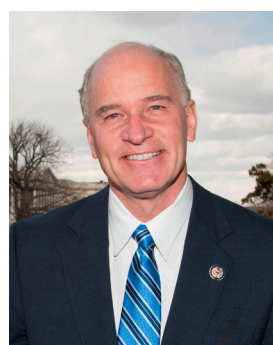
Our panel of speakers include Widline Pyrame, Fusion Dolls; David Teixeira, Mattress Maker of New England; and Kimberly Zouzoua, Center for Women & Enterprise. The panel will be moderated by Chamber Vice Chair of Community Affairs, Mahsa Khanbabai, Khanbabai Immigration Law.

During this call we will also hear from our city, state, and federal officials with COVID-19 economic recovery updates. Officials include Mayor of Brockton, Robert F. Sullivan; Regional Director Sue Whitaker from the Massachusetts Office of Business Development (MOBD); and Ili Spahiu, Assistant District Director for Lender Relations, U.S. Small Business Administration.

Register online at [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration). Contact Lexi with questions, [AReinertson@metrosouthchamber.com](mailto:AReinertson@metrosouthchamber.com), (508) 586-0500 x 231. *Read on for more info on our panel of speakers, page 2.*

## Congressman Keating To Be Featured On Economic Recovery Call 3/19

Friday, March 19 | 2:00 pm - 3:00 pm | Zoom Virtual Meeting



**Congressman Bill Keating**



U.S. Small Business  
Administration





6th Annual Multicultural Women & Minority Owned Business Forum, Plus COVID Recovery Call, March 5th

6th annual  
multicultural  
BUSINESS FORUM  
& BUSINESS  
after hours

METRO SOUTH  
Regional Economic  
Development  
Organization

METRO SOUTH  
CHAMBER OF  
COMMERCE

Sponsor:  
**North  
Easton**  
Savings Bank

U.S. Small Business  
Administration



Widline Pyrame, Fusion Dolls



I made a promise to create dolls that would provide that connection for other kids. Through my vision of inclusion for all children wanting to identify with something special to them, Fusion Dolls was created. It is a platform that gives parents easy access to black dolls. I believe it is important to learn about self-love at an early age. Since most little kids tend to identify with their dolls, having a doll that looks like them can help build their confidence. Every child deserves to know they are beautiful just the way God created them. Fusion Dolls' mission is to spread diversity, awareness, and encourage our children to love themselves inside and out! Visit [www.fusiondolls.com](http://www.fusiondolls.com) to learn more.



Kimberly Zouzoua, Center for Women & Enterprise



and organizational development. She has presented to a diverse range of institutions including: Youthbuild Providence, Beijing +15 Massachusetts Women's Summit, Northeast Computing Program Conference (NERCOMP), Lott Carey Foreign Mission Convention, Massasoit Community College, and Wellesley University.

Kimberly has a passion for serving underserved communities and an undeniable belief in the citizens' ability to succeed when given the right opportunities. This is evident in her work through her positions within the corporate sector, to her post as Vice President of Strategic Partnerships for the Center for Women and Enterprise (CWE); Vice President of Business Development for the Robert F. Kennedy Children's Action Corps, Managing Director, Coalition of Schools Educating Boys of Color, Executive Director, Northern Region for Education Pioneers; Director of Apprenticeships with the distinguished non-profit Year-UP, Inc., with her contributions to the Girl Scouts of Eastern MA, as visiting Scholar and Principle Investigator at UMass Boston and her consulting

**Widline Pyrame, Fusion Dolls:** I was born in Haiti, a predominately black nation. I can remember as early as the age of 9 battling self-appreciation and self-esteem due to the bombardment of toys and media imagery fair complexion women with sleek straight hair.

I remember that the perception of self-love started to enter my mind when my uncle gave my sister and I a black doll to share. I loved that doll. Some of my first memories are of my sister and I fighting over our Barbie. That doll was special because it was the first time we had a doll that looked like us. We were so shocked to see that one existed that we just stared at her in amazement. Now I try to help girls of all hue by creating a diversity of dolls that looks like them. Empowering them to love their looks.

**Kimberly E. Zouzoua** is an accomplished non-profit executive with 20+ years of experience leading high-level operations, planning, and development functions for a diverse range of businesses and philanthropic organizations. Throughout her career, she has been recognized for her ability to launch innovative programs that have consistently helped organizations construct and implement strategic plans, expand their reach, achieve financial stability, and create a strong and sustainable company culture.

She is a highly sought after speaker and consultant in the areas of youth development, leadership, strategic business planning, and organizational development. She has presented to a diverse range of institutions including: Youthbuild Providence, Beijing +15 Massachusetts Women's Summit, Northeast Computing Program Conference (NERCOMP), Lott Carey Foreign Mission Convention, Massasoit Community College, and Wellesley University.

work with the Urban League of Eastern MA and International Youth Partnerships. Kimberly officially launched Wassia Consulting LLC in 2017 to aide business leaders in developing structurally sound, efficiently run, highly impactful, mission driven organizations.

Kimberly has a Master of Business Administration degree from Northeastern University, a Bachelor of Science in Management and an Associate of Science in Finance and Investments both from Johnson and Wales University. Additionally, she is Chair of the Brockton Commission on Women's Issues, President of the Psi Iota Omega Chapter of Alpha Kappa Alpha Sorority, Inc.; Adjunct teacher with Stonehill College; sits on the leadership committee for the Women of the Harvard Club and is a member of over a dozen professional organizations and sits on numerous boards.

Kimberly enjoys Intercultural Learning and dialogue. She has traveled across the world visiting Africa, Central America, China, Thailand, Cambodia, and Europe. Visit [www.cweonline.org](http://www.cweonline.org) to learn more.



David Teixeira, President & Owner, Mattress Maker of New England



David is the proud father of five children. He loves to take vacations with his family in his free time. He is a passionate entrepreneur with a focus on the importance of people and personal relationships.

Mattress Maker of New England at 200 Montello Street in Brockton (former Hanson Printing building) moved from their Main Street location in 2012. The new location features 30,000 square feet of factory and warehouse space and 25-foot ceilings - compared to the 18,000 square feet and 14-foot ceilings they moved from.

The new space has allowed the company to add at least three times more full-time workers to the previous 13 positions. "It's keeping jobs, keeping local business in Brockton. It's part of redeveloping Brockton and keeping Brockton alive." said former Ward 2 Brockton Councilor, Dennis DeNapoli. Visit [www.themattressmaker.com](http://www.themattressmaker.com) to learn more.

Chamber Vice Chair of Community Affairs, Mahsa Khanbabai, Khanbabai Immigration Law will moderate the panel. During the event, we will also receive COVID-19 economic recovery updates from Mayor Sullivan, MOBD, and the SBA. Please register online [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration).



Mayor of Brockton, Robert F. Sullivan



Susan Whitaker, MA Office of Business Development



Mahsa Khanbabai, Khanbabai Immigration Law



Ili Spahiu, U.S. Small Business Administration

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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.

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

CHAMBER

Calendar

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

March

02

Wood Wealth Group: 2020 Tax Changes and What They Mean to YOU!  
Member-led Virtual Workshop

10:00 am

03

Ambassador Meeting  
Zoom Virtual Meeting

9:00 am

04

Live Virtual Networking  
Zoom Virtual Meeting

10:30 am

05

6th Annual Multicultural Business Forum & COVID-19 Economic Recovery Update Call  
Zoom Virtual Meeting

2:00pm

09

Executive Board Meeting  
Zoom Virtual Meeting

3:00pm

10

Live Virtual Networking  
Zoom Virtual Meeting

1:00pm

18

Live Virtual Networking  
Zoom Virtual Meeting

10:30 am

19

Business Assistance Zoom Call: Recovery & Resilience Resources for COVID-19 Relief  
Zoom Virtual Meeting

2:00 pm

23

GleeWorks: Chart Your Business Success And Meet Your Goals  
Member-led Virtual Workshop

10:00 am

24

Live Virtual Networking  
Zoom Virtual Meeting

1:00pm

31

Board Meeting  
Zoom Virtual Meeting

12:30pm

April

01

Live Virtual Networking  
Zoom Virtual Meeting

10:30 am

07

Ambassador Meeting  
Zoom Virtual Meeting

9:00 am

08

Grow with Google: Make Your Website Work For You  
Virtual Workshop

10:00 am

09

Business Assistance Zoom Call: Recovery & Resilience Resources for COVID-19 Relief  
Zoom Virtual Meeting

2:00 pm

14

Live Virtual Networking  
Zoom Virtual Meeting

1:00 pm


Visit metrosouthchamber.com/calendar to register and elarn more about any of these events. 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

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



**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 Wants Poets, Too**


We are looking for two Poet Laureates for the city of Brockton, with Amanda Gorman’s recent, remarkable presentation at the Presidential Inauguration poetry is going to be making a huge come back, not that it had ever left. The requirements are that you submit your poem through email or postal mail and live in Brockton. We are seeking one in the youth category which in this case means you cannot be older than twenty-two years of age, the adult category is twenty-three years old and beyond. We would appreciate the subject matter to reflect the city in some sort of way; it can be an

experience, a place or a person that has special meaning to the applicant. The deadline for entries is on Friday, March 5, 2021. Please, contact Pastor Joseph Policape at 774-517- email or Anne Beauregard at [ambeauregard@outlook.com](mailto:ambeauregard@outlook.com) or 774-297-4939 for more information.

**FUN Enterprises Presents: FUN15**

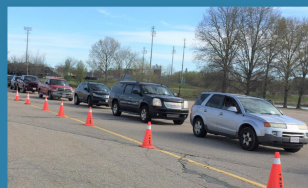
Zoom fatigue, screen fatigue or simply computer fatigue are terms that we are becoming all too familiar with. Yet, we still need to create or strengthen that feeling of community within our organizations. Whether you are a corporation, college/university, civic group or non-profit, that sense of community has been seriously challenged during the pandemic. We don’t claim to have all of the answers, but we may have something that can help rebuild and strengthen your communities. FUN15 is exactly what the name implies, a short 15-minute break from your daily routine to entertain and reenergize your community. Who knows, you might even learn something in the process. Here are some of the things we are offering: King of the Hill Trivia battle, Origami with Ken Sprano, Brain Teasers with Ken Sprano, Magic Tricks with Joe Howard, Balloon Animals with Joe Howard, Towel Sculptures with Joe Howard, Self-Care Section such as office of chair yoga, mindful meditation, managing zoom-fatigue, conscious breathing, and more. For more information or to book a FUN15 program reach out to [ac@funent.com](mailto:ac@funent.com)

### 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!



**PHASE ONE**  
In order of priority

- Clinical and non-clinical healthcare workers doing direct and COVID-facing care
- Long term care facilities, rest homes and assisted living facilities
- First responders (EMS, Fire, Police)
- Congregate care settings (including corrections and shelters)
- Home-based healthcare workers
- Healthcare workers doing non-COVID-facing care



**PHASE TWO**  
In order of priority

- Individuals with 2+ comorbidities and/or age 75+ (high risk for COVID-19 complications)
- Early education and K-12 workers, transit, grocery, utility, food and agriculture, sanitation, public works and public health workers
- Adults 65+
- Individuals with one comorbidity



**PHASE THREE**  
Vaccine available to general public

**December - February**  
Estimated timeframes

**February - April**

**April - June**

Health Care Matters

Sponsored by: Good Samaritan Medical Center

235 North Pearl Street, Brockton, MA 02301

508-427-3000

www.goodsamaritanmedical.org



A STEWARD FAMILY HOSPITAL



**Ravand Khazai, MD, Orthopedic Trauma Surgeon Joins Good Samaritan Medical Center’s Surgical Trauma Team**

Good Samaritan Medical Center and Steward Medical Group are pleased to announce the appointment of Orthopedic Trauma Surgeon Ravand Khazai, MD, to the medical staff and Level III Trauma Program.

Dr. Khazai earned his medical degree

from the University of Missouri School of Medicine.

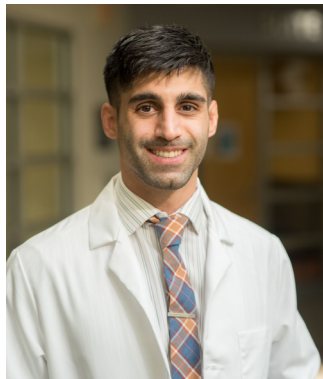
He then went on to complete a residency in orthopedic surgery at the University of Chicago Medical Center in Chicago, Illinois. Dr. Khazai then completed subspecialty training with a fellowship in orthopedic trauma at the University of California Davis Medical Center in Sacramento, California, and an additional AO trauma fellowship at the Centre Hospitalier Universitaire Vaudois (CHUV) in Lausanne, Switzerland. He is a member of the American Academy of Orthopaedic Surgeons, Orthopaedic Trauma Association, and AO Trauma North America.

Dr. Khazai joins the Good Samaritan Medical Center surgical team in caring for patients who have experienced traumatic injuries and fractures, or who require post-traumatic reconstruction procedures. Good Samaritan Medical Center is the region’s only Level III Trauma Center.

Dr. Khazai’s areas of expertise include complex fracture management, minimally invasive fracture surgery, and injuries to the pelvis and acetabulum. Dr. Khazai is active in clinical research and surgical education.

Dr. Khazai will see patients who are admitted through Good Samaritan

Medical Center’s Level III Trauma Program and will have clinic hours at Steward Medical Group (SMG) Orthopedic and Sports Medicine Center, 3 Washington St., Suite 200, North Easton, MA 508-205-9630.

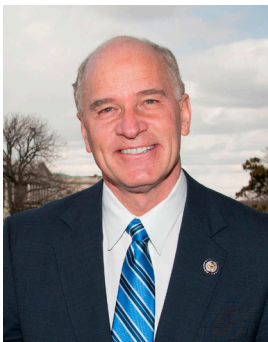


Ravand Khazai, MD



# Congressman Keating, Economic Recovery 3/19

Friday, March 19 | 2:00 pm - 3:00 pm | Zoom Virtual Meeting



Congressman Bill Keating

Join us for a COVID-19 economic recovery update on **Friday, March 19 at 2:00pm** (via Zoom) with the Metro South Chamber of Commerce, Massachusetts Office of Business Development, Mayor of Brockton Robert F. Sullivan, and U.S. Small Business Administration (SBA). Our guest speaker will be Congressman Bill Keating.

Congressman Keating is a senior member of the Massachusetts Congressional Delegation representing the South Shore, South Coast, Cape, and Islands. He currently serves on the Foreign Affairs Committee, where he is Chairman of the Europe, Energy, the Environment, and Cyber Subcommittee, and on the Armed Services Committee. As the leading expert on European Affairs in Congress, he has long worked to move US interests forward, including local business interests, most notably seen in his successful efforts to exempt our cranberry crops from retaliatory European tariffs. Congressman Keating has also worked extensively to highlight that Southeastern Massachusetts' leadership in aquaculture, ocean research, ocean energy, robotics, and other areas cements our region's role as the national hub of the blue economy.

Register online at [metroouthchamber.com/calendar-registration](https://www.metroouthchamber.com/calendar-registration) or contact Lexi for assistance, email [AREinertson@metroouthchamber.com](mailto:AREinertson@metroouthchamber.com)



## Bridgewater State U. 2021 Virtual Career Fairs



**Spring Virtual Campus Interviews: March 15 – April 30, 2021**

Employers can submit their interview request on Handshake. Students will apply by your due date giving you the chance to review resumes and make your selections of interview candidates. You can then schedule your one-on-one interviews via Handshake providing your virtual interview link (Zoom, Teams, etc.) as the “room location” for students. Organizations can reach out to Laurent Troland at: [ltroland@bridgew.edu](mailto:ltroland@bridgew.edu) to discuss hybrid/alternate strategies.

**Virtual Job & Internship Fair | Thursday, April 1st , 2 - 5:30 pm**

The BSU Virtual Job & Internship Fair hosted on Handshake will allow you to setup virtual information sessions and one-on-one video chats with interested candidates. This event will be open to all students and alumni, so you can expect to meet with a wide variety of candidates. Organizations attending must have full-time, professional and/or internship opportunities to participate. You are welcome to feature any other roles such as part-time, volunteer, networking events, etc.

**Virtual Education Career Fair| Wednesday, June 9th, 3 - 5:30 pm**

The BSU Virtual Education Career Fair is a recruiting opportunity for educational organizations including public school districts, charter schools, private and independent schools, and non-profits. This fair allows school hiring personnel to network with top-caliber teacher, counselor, and administrator candidates from Bridgewater State University. With dozens of school districts and 100+ students and alumni in attendance, this is a can't miss recruiting event!

Please note that registration for all interviews and events will be on BSU's Handshake platform, where you will be able to post your opportunities and submit interview and/or event requests. If you have questions about these events or need assistance with setting up a Handshake account, contact BSU Career Services at (508) 531-1328.

# Commercial Real Estate Available in Metro South



**FOR SALE: 1208 Montello Street, Brockton, MA 02301**  
**Contact: Doug Crane, Jack Conway**  
(508) 843-7985 • [dcrane@jackconway.com](mailto:dcrane@jackconway.com)

\*Zoning Approved for 24 Residential Units\* Transit-oriented housing development opportunity! This project is steps from the Campello commuter rail station platform and directly across from the newly renovated city park! This is zoning approved for 12 one bedroom & 12 two bedroom units 1-1 parking on ground level...trophy project! Seller will transfer any engineering completed thus far (plans attached). Recently the city of Champions has become the city of opportunities, Brockton's real estate market is experiencing one of the highest property valuation increases in the state and some say its swiftly becoming the new Boston (with its highway access, public transportation systems & train)! This would be a gem in anyone's portfolio! Present your offer & plan today!



**FOR SALE: Westgate Business Center, 365 Westgate Drive, Brockton, MA 02301**  
**Contact: Cesar Miranda, Keller Williams Realty** • (508) 326-8306 • [www.loopnet.com/](http://www.loopnet.com/)  
Listing/365-Westgate-Dr-Brockton-

MA/21701467/

27,000 SF, 49% Leased, Office Building for sale in Brockton. Sale type: Investment. Property type: office. Property Subtype: Medical. Building Class: C. Year built: 1970. 2 Stories. Typical floor size: 13,500 SF. Zoning: C2-General Commercial. Parking: 100 Spaces (3.48 Spaces per 1,000 SF leased).

## MEMBER Profile - Anchor an Oldcastle Co.



Conor Cooper  
President, Oldcastle APG Anchor



**Anchor an Oldcastle Company**  
46 Spring Street  
Holbrook, MA 02343  
(781) 767-2202  
[www.oldcastleapg.com](http://www.oldcastleapg.com)

**Year Established:** Paver Plant Built in 2003

**Products or Services:** Concrete products to include pavers, patio, masonry, and packaged concrete mixes.

**Number of Employees:** 40 employees locally based out of Holbrook

**What is unique or special about your firm and the products and services you offer?** Along with other regional manufacturing facilities, the Anchor business distributes a comprehensive line-up of products under Sakrete, Amerimix, Echelon, and Belgard branding.

**What is your market area?** New England serviced from Holbrook

**What markets do you serve?** Residential and Commercial Building Products

**What is your main business objective concerning your customers and the business community?** Delight employees and customers as the leading producer and distributor of quality hardscapes, masonry, and drymix concrete products.

**Anything additional we should know about your company?** As part of a global organization, Anchor is not only a leader in concrete products with nationally recognized brands like Belgard Outdoor Living and Sakrete, but also part of a much broader portfolio of companies and associated products as part of Oldcastle APG and CRH.

# Call For 2021 Small Biz Award Nominations



The Metro South Chamber and Bank of America recognize the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. We welcome you to nominate businesses for the 2021 *Small Business of the Year and Entrepreneur of the Year awards*.

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

**Small Business of the Year Criteria:**  
50 or less full-time employees (or equivalent); in business more than 3 consecutive years under the current ownership; for-profit business.

**Entrepreneur of the Year Criteria:**  
10 or less full-time employees (or equivalent); in business less than 3 years; a for-profit business.

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

Nominations are due to the Chamber by April 2, 2021. Recipients will be announced at the Small Business and Entrepreneur Lunch in May of 2021.

Sponsored by: **Bank of America**  **The Enterprise**

## Prior Small Business of the Year Recipients

- 2020 South Shore SoftWash, LLC
- 2019 Immerse Agency
- 2018 Just Desserts Bakery & Cafe
- 2017 Wood Palace Kitchens
- 2016 Strange Planet Printing
- 2015 Maguire's Bar & Grill
- 2014 J.M. Pet Resort
- 2013 Solex Payroll Systems, Inc.
- 2012 Vincente's Tropical Grocery
- 2011 McGuiggan's Pub
- 2010 Prisco's Market
- 2009 MCG Partners
- 2008 Heights Crossing
- 2007 Westgate Lanes
- 2006 Cindy's Kitchen
- 2005 Northeast Wholesale Nail & Fastener Supply
- 2004 Dupliron, Inc.
- 2003 Modern Auto Body
- 2002 United Furniture, Inc.
- 2001 Robert Sharkansky & Company, CPA

## Prior Entrepreneur of the Year Recipients

- 2020 Empower Nutrition
- 2019 LAUNCH Web Marketing
- 2018 Shovel Town Brewery
- 2017 Epicure Wine & Jazz Bar
- 2016 Elvera's Cafe
- 2015 The Sound Lab
- 2014 JJ's Cafe
- 2013 James Tran, SKy8 Shrimp Farm, LLC
- 2012 Billy Michaud, Sparky's Import Repair
- 2011 Al Ata, Elie Baking Corp
- 2010 Patricia Winberg, Topnotch Design Studio
- 2009 Michelle Cully, XPressman Trucking & Courier
- 2008 Robert Monahan, UPPAbaby
- 2007 Howard Wright, Wright Technology
- 2006 Rob Peters, Rob Peters Entertainment
- 2005 Jeffrey Chrzanowski, Spark Street Autobody
- 2004 Charles Bernard, The DJ Experience
- 2003 James Messinger, The Crazy Chefs Caterers
- 2002 Jerome Offutt, Top Quality Staffing
- 2001 Randy Yanoff, Eye of the Tiger Karate

# ATHENA Award - Call for Leadership Nominations

This June, the Metro South Chamber of Commerce and Eastern Bank will present the 23rd Annual **ATHENA Award** to an exceptional individual who has achieved excellence in their business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

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

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

Sponsored by: **The Enterprise**  **JOIN US FOR GOOD**

# HUB Tech. Services Earns CompTIA Security Trustmark+



Validation that HUB Technical Services, LLC. uses industry accepted security best practices.

HUB Technical Services, LLC., A full service IT Managed Services provider, announced today it has received the CompTIA Security Trustmark+ from CompTIA, the non-profit association for world's information technology (IT) industry.

The CompTIA Security Trustmark+ validates that HUB Technical Services, LLC. uses the security processes identified by the IT industry as generally accepted best practices and has been evaluated by an independent third-party assessor as meeting the criteria established by the CompTIA Security Trustmark+. Based on the National Institute of Standards and Technology (NIST) Cybersecurity Framework, the CompTIA Security Trustmark+ is a comprehensive review of the security posture of any IT business, applicable across multiple industries and compliance regulations.

"The CompTIA Security Trustmark+ signifies that HUB Technical Services, LLC. adheres to our industry's highest standards for security practices and business processes in critical components of identification, protection, detection, response, and recovery as related to data security," said Nancy Hammervik, senior vice president, industry relations, CompTIA. "Earning the Security Trustmark+ demonstrates a true commitment to address the challenges of security compliance facing our industry today."

"In these everchanging times you need to be able to Trust your Managed Service Provider. HUB Tech will always put you first and ensure you have the Technology solutions you need to sustain and grow your operation, backed by the best and most trusted Client Services team available," said Joe Lovetere, President, HUB Tech.

HUB Tech utilizes decades of proven IT infrastructure expertise, methodologies, and established best practices to help organizations continuously improve their cyber security posture. We provide full-service IT solutions and consulting for all industries, (State and Local Government, Financial, SMB, Enterprise, Healthcare, K-12 and Higher-Ed with the knowledge of business needs and compliance requirements. The goal is to achieve or exceed acceptable risk tolerance levels and compliance requirements. We help deliver them in a prioritized, cost-effective, and actionable manner. HUB Tech empowers organizations with analysis and reporting that bring vulnerabilities into focus so that you can execute a plan of action commensurate with meeting business goals. Our portfolio of offerings helps organizations achieve intended business results by leveraging proven technologies securely across their enterprise.

To earn the CompTIA Security Trustmark+ HUB Technical Services, LLC. successfully passed an independent assessment of their security policies, capabilities, practices, and processes against industry best practices in areas such as:

- Security technologies, including firewalls, anti-Virus/ malware/ spyware, and intrusion detection
- Vulnerability assessment detection
- Data encryption
- Technical employee knowledge/expertise
- Security clearances and background checks
- Physical and hardware security
- Permissions, passwords, and other security requirements

For more information on the HUB Technical Services, LLC, visit [hubtech.com](https://hubtech.com)

# The GK Fund: The Equity Technology Initiative


The mission of the GK Fund is to close the wealth gap and democratize access to technology for BIPOC-owned businesses and emerging entrepreneurs with an emphasis on those owned by Black, Latinx, and Indigenous women, gender-nonconforming, and trans people.

GK! is developing an equity-based process that screens entrepreneurs and small businesses into stronger communities of support including access to additional technology, higher visibility opportunities on [getkonnected.com](https://getkonnected.com) and other platforms, relationships with banking institutions and investors, and access to pre-screened high-quality accelerator programs. In an environment where so many BIPOC community members have been screened out of opportunity, GK founders are thinking creatively to disrupt these processes and screen in people for success. Visit [thegkfund.org](https://thegkfund.org) to learn more.



# 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](https://www.metrosouthchamber.com/calendar).



**WOOD WEALTH GROUP**

**2020 Tax Changes and What They Mean to You!** *(offered by Wood Wealth Group)*  
Tuesday, March 2 | 10:00AM-11:00AM

Steven Ruse, CPA,CFP, MBA will be giving up-to-date information regarding COVID-19 and other legislation and how the many changes may impact your taxes and what to do about it. Topics include: CARES Act, SECURE Act, Stimulus Payments, Charitable Donations, and many other tax changes you need to know.




**Chart Your Business Success And Meet Your Goals** *(offered by GleeWorks)*  
Tuesday, March 23 | 10:00AM-12:00PM

Would you take a vacation and not plan? Of Course not; we plan where we will go, how we will get there, what we need to pack and what we will do when we get there. Why should charting your business success be any different? Yet most businesses don't have a working strategic plan at all or it sits on a shelf somewhere. Are you thinking, "I don't have time to create a strategic plan? Are you fighting fires just trying to get those urgent tasks done? You may be focused on the Urgent Unimportant tasks that are wasting your resources. You are leaving opportunities on the table.

If you want to

- Make better, faster decisions
- Communicate your vision and mission effectively
- Take advantage of opportunities
- Define and Meet your goals

Create a working strategic plan you can use all year around to keep you and your team on track to reach your goals. Finding the time to reflect and plan, it is a matter of business health and success.



**Make Your Website Work For You** *(offered by Grow With Google)*  
Thursday, April 8 | 10:00AM-11:00AM

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.





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 these five key topics: Entrepreneurship, Finance, Marketing, Restaurant/Hospitality Sector, and Social Media.

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 508-588-9100x1322. Please visit [www.massasoit.edu/corporate-community-education/corporate-education/business-essentials-series/](https://www.massasoit.edu/corporate-community-education/corporate-education/business-essentials-series/) to view the full class schedule.

**ENTREPRENRUSHIP: Monday, March 8 | 9:30 AM – 12:00 PM | \$75 (scholarships available! Contact Kayla at the Chamber, [kmay@metrosouthchamber.com](mailto:kmay@metrosouthchamber.com)**

Do you have the "right stuff" to succeed as a business owner? Is now the right time to start a business? Attend the SCORE "Entrepreneurship Essentials" course to get answers to these questions. We will review the risks, rewards and critical activities you need to accomplish to start a business.

**FINANCE: Wednesday, March 10 | 10:00 AM – 12:00 PM | \$75 (scholarships available! Contact Kayla at the Chamber, [kmay@metrosouthchamber.com](mailto:kmay@metrosouthchamber.com)**

What "story" are your financial documents telling you? The SCORE Finance Essentials workshop consists of two sessions, a basic financial accounting overview followed by an intermediary look at budgeting and cash flow. As a result of attending this course, you will be able to read your financial statements to develop winning business strategies and tactics.

**SOCIAL MEDIA: Monday, March 29 | 1:30 PM - 4:00 PM | \$75 (scholarships available! Contact Kayla at the Chamber, [kmay@metrosouthchamber.com](mailto:kmay@metrosouthchamber.com)**

The SCORE Social Media Marketing Essentials course is an introduction to the discipline of Digital Marketing. Search Engine Optimization, Search Engine Marketing, Google business tools and Email Marketing will be explained with live demonstrations to build your skills.





**bluestone.bank**

Member FDIC | Member DIF



# Support Local Restaurants with Outdoor/Indoor Dining and Take-Out Menus!

Please remember our wonderful eateries and enjoy their outdoor and indoor dining. You may also order some delicious food to-go. You may discover a new taste or visit a favorite place while helping them during this challenging time. Offerings are subject to change. For the best service, please contact the restaurant directly. This list is comprised from various sources including the City of Brockton. To include your restaurant on this list, contact Lexi at AReinertson@metrosouthchamber.com or call (508) 586-0500 x 231.

<b>2 Jerks BBQ</b> 701 Broadway Street Raynham, MA (508) 386 2737	<b>Christo's To Go</b> 785 Bedford Street Whitman, MA (508) 588-4200	<b>Georgio's Pizza and Roast Beef</b> 1041 Pearl Street Brockton, MA (508) 580-0160	<b>LongHorn Steakhouse</b> 800 US Road, Route 44 Raynham, MA (508) 821-9246	<b>Panera Bread</b> 1301 Belmont Street Brockton, MA (508) 587-1520	<b>Stonebridge Cafe</b> 1285 Belmont Street Brockton, MA (508) 584-5200
<b>Abington Ale House</b> 1235 Bedford Street Abington, MA (781) 871-6811	<b>Classic Subs &amp; Pizza</b> 144 Howard Street Brockton, MA (508) 580-0577	<b>Good Days Restaurant</b> 99 South Main Street West Bridgewater, MA (508) 584-0077	<b>Maui Restaurant</b> 1875 Main Street Brockton, MA (508) 583-1010	<b>Papa Gino's</b> 885 Belmont Street Brockton, MA (508) 588-1911	<b>Stoneforge Grill</b> 10 Roosevelt Circle South Easton, MA (508) 238-0550
<b>Back Bay Bagel</b> 1280 Belmont Street Brockton, MA (508) 580-6565	<b>Crown Fried Chicken</b> 1012 Main Street Brockton, MA (508) 580-5222	<b>Hill's Home Market</b> 413 River Road Hudson, MA (978) 567-1402	<b>McDonald's</b> 908 N. Montello Street Brockton, MA (508) 588-9920	<b>Peppercorns Café</b> 445 Central Street Stoughton, MA (781) 341-0006	<b>Stoughton House of Brews</b> 28 Porter Street Stoughton, MA (781) 436-8435
<b>Barrett's Alehouse</b> 674 W. Center Street West Bridgewater, MA (508) 510-4204	<b>D'Angelo Grilled Sandwiches</b> 648 Pleasant Street Brockton, MA (508) 427-9395	<b>Home Cafe</b> 677 N. Main Street Brockton, MA (508) 583-9768	<b>McDonald's</b> 664 Crescent Street Brockton, MA (508) 586-4594	<b>The Peruvian Place</b> 55 City Hall Plaza Brockton, MA (508) 580-0147	<b>Sunset Cafe</b> 1110 Main Street Brockton, MA (508) 857-2289
<b>Bertucci's Brick Oven Pizzeria</b> 1285 Belmont Street Brockton, MA (508) 584-3080	<b>Doe E Duck Donuts</b> 199 Belmont Street Brockton, MA (508) 583-9571	<b>IHOP</b> 540 Westgate Drive Brockton, MA (508) 521-6050	<b>McGuiggan's Pub</b> 546 Washington Street Whitman, MA (781) 447-7333	<b>Petti's Market &amp; Deli Market</b> 216 Belmont Street Brockton, MA (508) 586-6210	<b>Table 22</b> 25 Pleasant Street Brockton, MA (508) 897-8801
<b>Boston Fried Chicken</b> 95 Montello Street Brockton, MA (774) 776-2734	<b>Domino's Pizza</b> 1940 Main Street Brockton, MA (508) 588-3412	<b>Italian Kitchen</b> 1071 Main Street Brockton, MA (508) 586-2100	<b>McMenamy Seafood</b> 810 Belmont Street Brockton, MA (508) 586-1122	<b>Pizza Maria</b> 180 Oak Street Brockton, MA (508) 559-0701	<b>Tamboo Bistro</b> 252 Main Street Brockton, MA (508) 584-8585
<b>Brack's Grille &amp; Tap</b> 1280 Belmont Street Brockton, MA (508) 271-7777	<b>Domino's Pizza</b> 1085 N. Montello Street Brockton, MA (508) 587-1299	<b>JJ's Caffé</b> 610 N Main Street Brockton, MA (508) 510-4227	<b>Mee King Garden</b> 187 Crescent Street Brockton, MA (508) 588-1311	<b>Pizza Palace</b> 350 Oak Street Brockton, MA (508) 559-0707	<b>Teen Challenge Catering</b> 20 Clifton Avenue Brockton, MA (508) 510-7674
<b>Buena Vista Restaurant</b> 526A Main Street Brockton, MA (508) 580-7745	<b>El Rincon Del Sabor</b> 330 N. Main Street Brockton, MA (617) 301-0289	<b>Jo's Best Diner</b> 1050 Pearl Street Brockton, MA (508) 584-8334	<b>Mike Shea's Coffee Roasting</b> 30 First Street Bridgewater, MA (508) 807-5754	<b>Press It Juicery</b> 3 Roche Brothers Way North Easton, MA (508) 297-2585	<b>Terra Nossa</b> 1030 N. Montello Street Brockton, MA 02301 (508) 580-4463
<b>Buffalo Wild Wings</b> 486 Westgate Drive Brockton, MA (508) 559-1409	<b>Empower Nutrition</b> 828 Crescent Street Brockton, MA (508) 857-5931	<b>Joe Angelo's Cafe &amp; Deli</b> 11 Crescent Street Brockton, MA (508) 588-8331	<b>Miko's Cafe</b> 912 Crescent Street Brockton, MA (508) 232-6754	<b>Restaurant Panorama</b> 180 N. Main Street Brockton, MA (508) 427-1649	<b>Texas Roadhouse</b> 124 Westgate Drive Brockton, MA (508) 427-6244
<b>Cape Cod Cafe, Inc.</b> 979 Main Street Brockton, MA 02301 (508) 583-9420	<b>Five Star Pizza &amp; More</b> 739 Crescent Street Brockton, MA (508) 427-5555	<b>Just Desserts Bakery</b> 1 Main Street Bridgewater, MA (508) 807-0387	<b>Monikka Collection by MBJ Wines</b> mbjwine.com	<b>Rod's Pizza</b> 567 N. Main Street Brockton, MA (508) 583-8500	<b>Tinrays Family</b> 9 Winter Street Brockton, MA 02302 (508) 584-8900
<b>Charlie Chan's Restaurant</b> 1270 Main Street Brockton, MA (508)559-1776	<b>Flames</b> 804 Main Street Brockton, MA (508) 510-5608	<b>Lady C&amp;J Soulfood</b> 10 Perkins Ave Brockton, MA (508) 510-4668	<b>Montillio's Baking Company</b> 134 Spark Street Brockton, MA (508) 894-8855	<b>Shovel Town Brewery</b> 50 Oliver Street North Easton, MA (508) 205-7151	<b>Village Pizza &amp; Subs</b> 830 Crescent Street Brockton, MA (508) 580-1920
<b>Chinatown</b> 51 Oak Street Ext Brockton, MA (508) 580-2885	<b>Frank's Restaurant</b> 265 N. Pearl Street Brockton, MA (508) 588 9604	<b>Leal's Kitchen</b> 707 Warren Avenue Brockton, MA (508) 588-5955	<b>Nagoya Fusion</b> 739 Crescent Street Brockton, MA (508) 588-8388	<b>Somewhere Else Tavern</b> 65 School Street Pembroke, MA (339) 933-8300	<b>Westside Pizza</b> 35 Torrey Street Brockton, MA (508) 588-1331
<b>Chipotle Mexican Grill</b> 500 Westgate Drive Brockton, MA (508) 586-0102	<b>George's Cafe</b> 228 Belmont Street Brockton, MA 02301 (508) 588-4231	<b>Little Sami's</b> 1145 W. Chestnut Street Brockton, MA (508) 436-4766	<b>Only One Jamaican Restaurant II</b> 192 Warren Avenue Brockton, MA (617) 833-5872	<b>Stelios Pizza House</b> 25 Pearl Street Brockton, MA 02301 (508) 894-8160	<b>White's Bakery &amp; Cafe</b> 1041 Pearl Street Brockton, MA (508) 584-5100



## Small Businesses; We Speak Portuguese



Theresa Lobo-Albin, Small Business Assistance



Counselors.

To learn more about business assistance resources in English and Portuguese contact Theresa Lobo-Albin at [finance@metrosouthchamber.com](mailto:finance@metrosouthchamber.com) or call (508) 586-0500 x 230. To learn more about the Business Assistance Center (BAC) and available business resources, visit [www.metroouthchamber.com/resources/business-assistance](http://www.metroouthchamber.com/resources/business-assistance). Individual counseling is available by appointment.

## My Local MA - Join the Branding to Support Local Biz!

LOCAL IS MORE THAN A PLACE. IT'S WHO WE ARE.

PUT YOUR MONEY WHERE YOUR HEART IS: RIGHT HERE IN MASSACHUSETTS

Learn more at [lovemylocalMA.com](http://lovemylocalMA.com)

If you own or manage a local business or organization, you already wear a lot of hats. But maybe visual designer is not one of them. You can use these resources as is, without special knowledge of graphics applications. Put up a flyer in your store. Show your support on social media. Let people know that local matters. OR, make it your own! Visit [www.lovemylocalma.com/downloads/](http://www.lovemylocalma.com/downloads/) for flyers, info sheets, posters, social media posts, email signatures, logos, and templates to customize your own!

## Strengthen Your Network - From Home!



Take time to reconnect with your Metro South community; your opportunity to network is here! Join us for a chance to catch up and make new connections with live virtual Zoom networking.

- Thursday, March 4 @ 10:30AM
- Wednesday, March 10 @ 1:00 PM
- Thursday, March 18 @ 10:30 AM
- Wednesday, March 24 @ 1:00 PM
- Thursday, April 1 @ 10:30 AM
- Wednesday, April 14 @ 1:00 PM
- Thursday, April 29 @ 10:30 AM

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

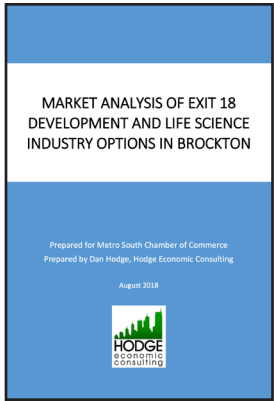
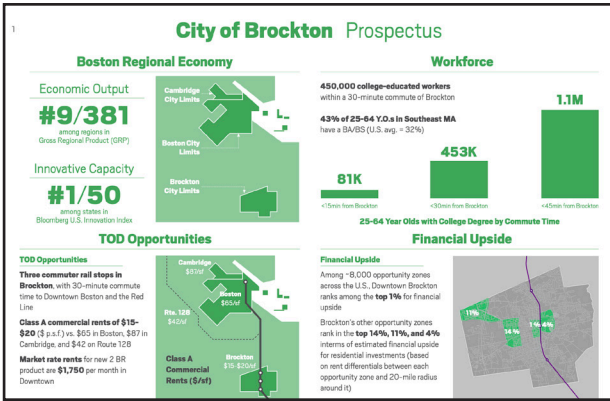
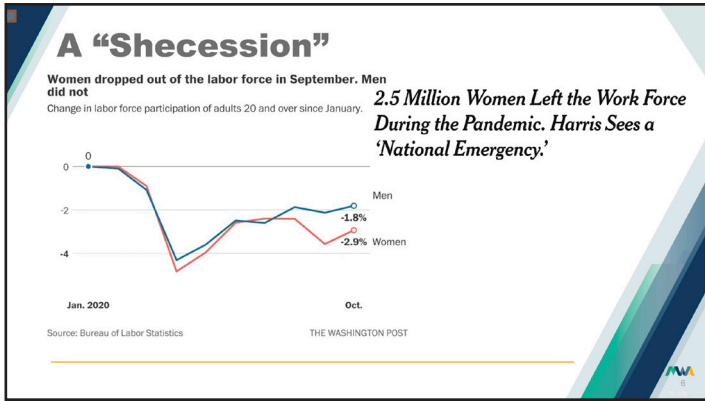
Space is limited, so please RSVP in advance. For more information, contact Lexi at [AREinertson@metrosouthchamber.com](mailto:AREinertson@metrosouthchamber.com) Visit our online calendar for details, [metrosouthchamber.com/calendar-registration](http://metrosouthchamber.com/calendar-registration).

## 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](http://NHSMass.org).

## Regional Studies Featured on Chamber Website @ [www.metroouthchamber.com/resources/studies](http://www.metroouthchamber.com/resources/studies)



The Metro South Chamber of Commerce, a business alliance based in Brockton with members from throughout the South Shore, is focused on Consultation, Advocacy, Research and Education (C.A.R.E.). Our dynamic board and staff facilitate a network of thousands of business and community leaders, stakeholders in the future of this extraordinary region.

Issues of regional importance are identified by the Chamber and often require professional research to better understand the facts surrounding

them. Through this research a pathway toward progress can more easily be identified and associated action set in motion.

These studies are chronicled on the Chamber's website at [www.metroouthchamber.com/resources/studies](http://www.metroouthchamber.com/resources/studies). More recent studies are featured and pictured above. A presentation by Raija Vaisanen of Mass Workforce Association was recently featured highlighting various economic impacts of the pandemic fueled pause. Her presentation and slides can be found on

[metrosouthchamber.com/resources/covid-19-resource-guide](http://metrosouthchamber.com/resources/covid-19-resource-guide).

MassDevelopment recently presented an economic prospectus featuring the city of Brockton. A study conducted by the UMASS Donahue Economic Development Institute and commissioned by the Chamber on the combined site of the former Christo's Restaurant and Massasoit Conference Center can also be found online. Please visit the chamber website to find these studies and many others of importance to this dynamic region.



# 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](http://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](mailto:estratton@metroouthchamber.com). To view the book online, visit [metroouthchamber.com/news-media/book-for-business](http://metroouthchamber.com/news-media/book-for-business). For additional advertising info, visit [metroouthchamber.com/membership/advertising](http://metroouthchamber.com/membership/advertising).

\*from an aquired list.



## RENEWING Members

Thank you!

- A Plus Blue Lion Insurance Agency  
Anchor an Oldcastle Company  
Brockton Plumbing & Heating Supply  
Central Glass Company, Inc.  
Chapel of New Hope, Inc.  
Curry College, Graduate & Continuing Studies  
Eastern Bank  
Edward J. Deluca Jr. & Company, PC.  
Envision Bank  
G.T. Reilly & Company  
Hart Design DBA Edible South Shore & South Coast  
Khanbabai Immigration Law  
Lift Truck Parts & Service  
M. Donahue Associates, Inc.  
National Grid  
North Easton Savings Bank
- Parker Property Management Inc.  
Protection One  
Residence Inn by Marriott Boston/Bridgewater  
Rexa, Inc.  
Rich Morgan Photography  
Self Help, Inc.  
Simpson Spring Company  
Streamline Realty, LLC  
Summer St Financial Advisors LLC  
The Arbors Assisted Living of Stoughton  
The Guardian Center for Skilled Nursing and Rehabilitation  
TRACEY Environmental  
Unified Family and Youth Network  
Verizon Communications  
Viking Sheet Metal, Inc.  
WATD 95.9FM

## WELCOME NEW MEMBERS!

### Reinvesting in Our Community

- BCI Brockton Learning Center**  
Aerin Parish-Toscano  
375 Westgate Drive  
Brockton, MA 02301  
(617) 505-6183  
[www.bciaba.com](http://www.bciaba.com)  
**Education**
- STEM For All Brockton**  
Marianie Simeon  
15 Cary Street  
Brockton, MA 02302  
(857) 318-4217  
[www.stemforallbrockton.com](http://www.stemforallbrockton.com)  
**Education**
- Business Development Strategies, Inc.**  
Lynn Tokarczyk  
P.O. Box 26  
Medway, MA 02053  
(508) 966-4300  
[www.businessdevelopment-strategies.com](http://www.businessdevelopment-strategies.com)  
**Consultants**
- Viking Sheet Metal, Inc.**  
Brad Ness  
28 Foundry Street  
South Easton, MA 02375  
(508) 238-9400  
[www.vikingsheetmetal.com](http://www.vikingsheetmetal.com)  
**HVAC Contractors**

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



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...

- March 2:** Reach More E-Commerce Customers with Expert Online Marketing Tips
- March 4:** The Latest on PPP and Federal Stimulus Relief Efforts
- March 11:** Ask the CPA 2021 - Tax Advice for Your Small Business
- March 18:** How to Define Your Vision and Increase the Probability of Success
- March 23:** Basics of Small Business Bankruptcy
- March 30:** Virtually Creating Your Trifecta Tribe - Mentors, Peers & Mentees in Biz





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"BCI is the leading provider of Applied Behavior Analysis (ABA) therapy to children with autism spectrum disorder throughout Massachusetts. Our mission is simple: Through the systematic approach of Applied Behavior Analysis (ABA), we help children diagnosed with autism discover the world around them and learn daily living skills so they can actively participate in their communities and become the people they are meant to be."

Business Development Strategies



Business Development Strategies, Inc.

P.O. Box 26, Medway • (508) 966-4300  
www.businessdevelopment-strategies.com

"Founded in 2003 by Lynn Tokarczyk, a former regional director of the Massachusetts Office of Business Development and senior manager for Ernst & Young, the BDS team helps companies across a wide spectrum of industries identify, negotiate and secure state and local tax incentives to help accelerate their real estate expansion plans."

STEM For All Brockton



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"Viking Sheet Metal, Inc. is a second generation, family owned HVAC Company providing customers with professional service for over 20 years. We manufacture, install, and service HVAC systems to meet your requirements. Our professional technicians have extensive knowledge and skill in servicing a wide range of HVAC equipment. We provide service 24 hours a day, 7 days a week. Our modern, spacious facility includes State-Of-The-Art equipment enabling our expert sheet metal fabricators to create just about anything that can be drawn on paper. No job is too large or too small."



**Starting a Business?**  
Need help starting your business?  
Looking for money to start your business?

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

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

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

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

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

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

**Major Sponsors:**





## 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! [massvacation.com](http://massvacation.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](http://www.metroouthchamber.com)



BUSINESS EVENTS Planner

<p><b>Tuesday, March 02</b></p> <p><b>Member-led Workshop: 2020 Tax Changes and What They Mean To YOU! (Wood Wealth Group)</b></p> <p>10:00 am - 11:00 am</p> <p><b>Zoom Meeting</b> Live Virtual Event.</p> <p>Topic: CARES Act, SECURE Act, Stimulus Payments, Charitable Donations and many other tax changes you and your tax professional may not know!</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>	<p><b>Thursday, March 04</b></p> <p><b>Live Virtual Networking</b></p> <p>10:30 am - 11:30 am</p> <p><b>Zoom Meeting</b></p> <p>Live Virtual Event.</p> <p>Stay connected; join us for a free networking session.</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>	<p><b>Friday, March 05</b></p> <p><b>6th Annual Multicultural Business Forum</b></p> <p>2:00 pm - 3:00 pm</p> <p><b>ZOOM Meeting</b></p> <p>Hear from a panel of local businesses as they share their success stories. Learn how they used their background to develop new ideas, leverage regional resources, and tap into new markets.</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>	<p><b>Wednesday, March 10</b></p> <p><b>Live Virtual Networking</b></p> <p>1:00 pm - 2:00 pm</p> <p><b>Zoom Meeting</b></p> <p>Live Virtual Event.</p> <p>Stay connected; join us for a free networking session.</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>
<p><b>Thursday, March 18</b></p> <p><b>Live Virtual Networking</b></p> <p>10:30 am - 11:30 am</p> <p><b>Zoom Meeting</b></p> <p>Live Virtual Event.</p> <p>Stay connected; join us for a free networking session.</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>	<p><b>Friday, March 19</b></p> <p><b>Business Assistance Zoom Call: Recovery &amp; Resilience Resources for COVID-19 Relief</b></p> <p>2:00 pm - 3:00 pm</p> <p><b>ZOOM Meeting</b></p> <p>Join the Chamber for a live COVID-19 update call with local, state, and federal resources. Featuring Congressman Keating.</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>	<p><b>Tuesday, March 23</b></p> <p><b>Member-led Workshop: Chart Your Biz Success and Meet Your Goals (GleeWorks)</b></p> <p>10:00 am - 11:00 am</p> <p><b>Zoom Meeting</b> Live Virtual Event.</p> <p>Topic: Create a working strategic plan you can use all year around to keep you and your team on track to reach your goals. Finding the time to reflect and plan, it is a matter of business health and success.</p> <p>Cost: \$25/member \$35/non-member</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>	<p><b>Wednesday, March 24</b></p> <p><b>Live Virtual Networking</b></p> <p>1:00 pm - 2:00 pm</p> <p><b>Zoom Meeting</b></p> <p>Live Virtual Event.</p> <p>Stay connected; join us for a free networking session.</p> <p>Cost: Free!</p> <p>Register online: <a href="http://metrosouthchamber.com/calendar">metrosouthchamber.com/calendar</a></p>