



February
2017

www.metroouthchamber.com

Leading Businesses
Leading Communities

Congressman Joe Kennedy III At Chamber Luncheon

Tuesday, February 21, 2017 | 12:00 pm - 1:30 pm | Conference Center @ Massasoit

The Metro South Chamber of Commerce cordially invites you to attend our Annual Legislative Luncheon, to take place on **Tuesday, February 21, 12:00 pm - 1:30 pm** at the **Conference Center @ Massasoit at 770 Crescent Street, Brockton**. This year's featured speaker will be **Congressman Joe Kennedy III**.

The Metro South Legislative Luncheon offers Chamber members and the community an opportunity to hear from state and federal elected officials. This is a great place for networking, as well as to meet and mingle with selected and elected officials from throughout the region.

As a member of the U.S. House Energy & Commerce Committee, Joe has crafted a powerful legislative agenda

2 0 1 7

Sponsored by:

**Legislative
Luncheon**



with a focus on manufacturing and STEM education, energy costs, mental health and addiction, and other bipartisan reforms that directly impact families, business and the communities he is honored to represent.

To register or for more information, contact Athena Lavoie, (508) 586-0500 x 231, alavoie@metrosouthchamber.com, or register online at www.metroouthchamber.com/calendar-registration. The cost to attend is \$39 for members and \$49 for future-members and includes lunch. Tables of 10 are available at \$390/table for members, \$490 for future-members.

This event will sell out, so register now!

A Taste of Metro South ... Sooo Good!

Wednesday, March 22, 2017, The Conference Center @ Massasoit, Brockton

Tickets are now available at the Chamber or online at metrosouthtaste.com



Participating Restaurants & Organizations include: Braemore Health Center, Brook Kitchen and Tap, Good Samaritan Medical Center, Hill's Home Market, JJ's Caffe, Just Desserts, McGuigan's Pub, Mendon Twin Drive-In, OCES, Petti's Market, and Signature Healthcare.

Entertainment Includes: Bridgewater State University's West African Drumming Ensemble, Khakatay, Brockton High School Jazz Band, Rob Peters Entertainment, The Boxwood Saxophone Quartet, and visitors from the Phantom Gourmet.

To Be in Attendance This Year



Nelson Fernandes of JJ's Caffe



Just Desserts, popular
Bridgewater bakery



Bridgewater State University
West African Drumming
Ensemble Khakatay



Brockton High School
Jazz Band



Dave Andelman of the
Phantom Gourmet

Multi-Cultural & Networking Event at The Perfect Place

Thursday, February 23



The Metro South Chamber of Commerce will hold a Multi-Cultural Business Forum & Business After Hours at The Perfect Place on **Thursday, February 23, 5:00 pm - 8:00 pm** at **2039 Main Street in Brockton**. Please join us as we celebrate the region's culturally diverse heritage and the success stories of local small businesses.

The evening will consist of a Business Resource Expo and a Woman & Minority Owned Business Panel, followed by regular Business After Hours networking and a variety of cultural music. The Business Panel will feature success stories from Fred Fontaine of the Perfect Place, Albert Senesie of Victory Human Services, and Monikka Jenkins, MJB Wines, LLC.

This 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, all while checking out The Perfect Place's wonderful event facility.

The Perfect Place includes a banquet facility, on-site catering capability, and ancillary services including event planners, musicians, and photographers. It is also ideally located on the border of West Bridgewater and Brockton. Take the opportunity to see for yourself!

Premier Panel Sponsor:

MutualBank

Business After Hours Sponsor:



Learn more on page 2



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.



Multi-Cultural Forum,
page 2



Martin Luther King Breakfast,
page 7



Jeffery Johnson
page 11

CONTENTS

| | |
|----------------------|----|
| Calendar of Events | 3 |
| Good News | 4 |
| Taste of Metro South | 6 |
| Renewing Members | 10 |
| New Members | 10 |
| Member Profiles | 12 |

Continued on page 6

Multi-Cultural & Networking Event (Cont.)

Thursday, February 23, 5:00 pm - 8:00 pm

• **5:00 pm | Business Resource Expo & Networking:** Learn about resources available to help start and grow your business. Experts will assist you on a variety of topics ranging from financing to developing a business plan, marketing your business, and winning government contracts.

EXHIBITORS INCLUDE: SEED Corporation, Supplier Diversity Office (Operational Services Division), Metro South Chamber of Commerce, City of Brockton, Brockton 21st Century Corporation, Massachusetts Small Business Development Center (MSBDC), The Perfect Place, HarborOne Bank, Eastern Bank, Rockland Trust, SE MA —SCORE Counselors, Brockton NAACP, Brockton Redevelopment Authority, Massachusetts Office of Business Development, Brockton Redevelopment Authority, the Small Business Administration, and Haitian Community Partners and more...

Panelists



Fred Fontaine,
The Perfect Place

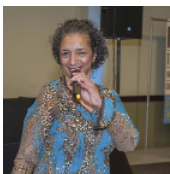


Albert Senesie,
Victory Human Services



Monikka Jenkins, MBJ
Wines, LLC

Entertainment



Singer Candida Rose

• **5:30 pm | Woman & Minority Owned Business Panel:** 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.

• **6:30 pm | Business After Hours Networking:** Meet hundreds of new potential clients during this Business After Hours event. Enjoy delicious food from the Shaw's Center, a cash bar, and the opportunity to win prizes. Be sure to bring your business cards! Music by Candida Rose and sound by Rob Peters.

TO REGISTER: Visit www.metroouthchamber.com/calendar, or contact Athena at alavoie@metroouthchamber.com, (508) 586-0500 x231. This event is free to the community.



Starting a Business?

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

The Metro South Business Assistance Can Help!

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

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

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

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

(508) 586-0500 • metroouthchamber.com/resources/business-assistance

Premier Sponsor:

Major Sponsors:

Take Action Toward Becoming a Statewide Contractor; Get Registered in COMMBUYS!

Does your business focus on any of these trades/services?

- Boilers
- Drains
- Electrical
- Fencing
- General Contracting
- Generators/Turbines
- Glass/Window/Doors
- HVAC/Sheet Metal
- Painting
- Plumbing

The Operational Services Division (OSD) intends to establish Tradespersons Statewide Contract TRD01, providing regional coverage for a variety of trade services throughout Massachusetts. TRD01 introduces the first wave of Statewide Contract trade categories, with additional trades/services categories anticipated in the next few months.

Create a Business Profile in COMMBUYS Free of Charge!

Many state procurement and purchasing activities take place in COMMBUYS. Vendors must have a COMMBUYS business profile to receive solicitation notices in your areas of interest; submit quotes; and, if awarded, transact business with the Commonwealth.

COMMBUYS Resources and Activities

- ✓ Bet up your business profile by registering at COMMBUYS.com.
- Locate COMMBUYS vendor registration resources and Tradespersons Contract (TRD01) guidance at mass.gov/trades.
- All businesses must select at least one United Nations Standard Products and Services Code (UNSPSC) when setting up their business profile in COMMBUYS. UNSPSCs identify the goods/services your business offers and enables vendors to receive email notifications of bid opportunities that match their business offerings.
- ✓ Access Tradespersons Contract (TRD01) bid information in COMMBUYS: at COMMBUYS.com > Contract & Bid Search > Bids > Enter TRD01 in the Bid Description field or BD-17-1080-OSD03-OSD03-12111 in Bid # field.
- ✓ Attend one of the state's Tradespersons Bidders Training Sessions. Details will be posted in the Tradespersons bid documents in COMMBUYS.

For more information, contact the COMMBUYS Help Desk Staff, Monday - Friday, 8:00 am to 5:00 pm at (888) 627-8283 or COMMBUYS@state.ma.us

BUILD • GROW • THRIVE • SCORE!

Would you like to talk with someone who has faced the same type of business problems you have and has solved them? That's what SCORE is all about: Business mentoring from leaders who volunteer their time to help businesses like yours succeed. Business leaders who are committed to helping you make your business more successful.

The Southeastern Massachusetts chapter of SCORE business mentoring team, a volunteer association in partnership with the U.S. Small Business Administration, offers free and confidential business counseling to both start-up and existing businesses.

- Need to tune your marketing?
- Want to improve cash management or profits?
- Want to get the most out of online and Web based marketing?
- Expanding your business?
- Buying or selling a business?

As SCORE Southeastern Massachusetts (SEMA), we help small businesses succeed! Speak with someone who was started and grown their own business.

Schedule a Free and Confidential Mentoring Session Today!

1. Go to <https://sema.score.org>
2. Click on the Blue Box that reads "Request a Meeting."
3. On the Calendar that opens, select a time at one of our branch office locations convenient to you. You may also call (508) 587-2673 for more information.



BOARD OF DIRECTORS

OFFICERS

Chair of the Board
Gerry Nadeau
Rockland Trust

President and CEO
Christopher Cooney
Metro South Chamber of Commerce

Chair-Elect
Fred Clark
Bridgewater State University

Treasurer
Gregory Hart, CPA
Cohn Reznick

Vice Chair Economic Development
Pat Ciaramella
Old Colony Planning Council

Vice Chair Government Affairs
Ray Ledoux
Brockton Area Transit Authority

Vice Chair Community Affairs
Mahsa Khanbabai
Law Office of Mahsa Khanbabai

Vice Chair Membership Development
Friend Weiler
Consultant

Immediate Past Chair
Sue Joss
Brockton Neighborhood Health Center

CHAMBER STAFF

Christopher Cooney, CCE, IOM, MPA
President and CEO x 223

Athena Lavoie
Director of Programs & Events x 231

Kelsey Lynch
Communications Coordinator x 222

Doris Flecchia
Office Assistant x 221

*Newsletter Written & Designed by Kelsey Lynch
Printing Provided by The Enterprise*

DIRECTORS

Paul Anghinetti - Bank of America

Jason Barbosa - Vicente's Tropical Grocery

Jane Callahan - HR Alternatives

Joe Cardinal - National Grid

Joseph Casey - HarborOne Bank

Peter Dello Russo - Bridgewater Savings Bank

Francis Dillon - Stonehill College

Nelson Fernandes - JJ's Caffè

Kim Hollon - Signature Healthcare

Richard Hynes - Barbour Corporation

Jeni Mather - J.M. Pet Resort

John Jurczyk - Good Samaritan Medical Center

Jim Murphy, LSP - Tracey Environmental, LLC

Peter Neville - Concord Foods

Jonathan "Jay" Pike - Sharkansky, LLP

Andrew Racza - Abington Bank

Kathleen Smith - Brockton Public Schools

Stan Usovich - Verizon

Peter Vlaco - Brophy & Philips Company, Inc.

Dr. Charles Wall -
Massasoit Community College

(508) 586-0500 Front Desk x 221

Alison van Dam, IOM
VP of Business Development & Memberships x 225

Marissa Recor, MBA
Finance x 230



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
Sixty School Street, Brockton, MA 02301-4087
tel: (508) 586-0500
fax: (508) 587-1340
info@metrosouthchamber.com
www.metroouthchamber.com

Photography by: Rich Morgan * www.richmorganphotography.com

ACTION Report Volume 17 - Issue 2
(USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087.
Periodical Postage Paid at Brockton, MA.
POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087

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 physically challenged participants equal access to all programs. If you or your employees have special needs in this area, please let us know by calling the Chamber at (508) 586-0500 at least 48 hours in advance.

Networking at Events

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

FEBRUARY Calendar

| | | |
|----------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|
| 1 | Ambassador Meeting | 8:00 am |
| 9 | Business After Hours + Young Professionals Event <i>Fuller Craft Museum, 455 Oak Street, Brockton</i> Young Professionals Networking Business After Hours | 4:30 pm 5:00 pm |
| 21 | Legislative Luncheon <i>Conference Center @ Massasoit 770 Crescent Street, Brockton</i> | 12:00 pm |
| 23 | Multicultural Forum & Business After Hours <i>The Perfect Place, 2039 Main Street, Brockton</i> | 5:00 pm |
| Coming Up March | | |
| 1 | Ambassador Meeting | 8:00 am |
| 10 | Government Affairs Meeting | 12:00 pm |
| 14 | Executive Board of Directors Meeting | 3:00 pm |
| 22 | Taste of Metro South <i>Conference Center @ Massasoit, 770 Crescent Street, Brockton</i> <i>Visit metrosouthtaste.com for more information and tickets!</i> | 5:30 pm |
| 29 | Board Meeting | 12:00 pm |
| Save the Date April | | |
| 5 | Ambassador Meeting | 8:00 am |
| For the Future May | | |
| 5 | Executive Board of Directors Meeting | 3:00 pm |
| 24 | Business After Hours at Abington Bank | 5:00 pm |
| 31 | Board of Directors Meeting | 12:00 pm |

Become a Chamber Ambassador!

The Ambassador Team ensures that the Chamber is responsive to the needs of its members through personal contact and networking. Contact a member of the Ambassador Team to learn how Chamber Membership has worked for them. To join the Ambassador Team, contact Doris Flecchia at 508.586.0500 x 221. The next Ambassador Meeting will be held on March 1, 2017 at 8:00 am at the Chamber at 60 School Street in Brockton.

Note: All meetings are held at the Metro South Chamber Office or Metro South Business Assistance Center (BAC), 60 School Street, Brockton unless otherwise indicated.

GOODNews

Members - Send Good News to
kelsey@metrosouthchamber.com
Sponsored by: Good Samaritan



Good Samaritan Medical Center Presents Champion Award to NAACP President

Paulo Gomes, Director of Community Health, presented Stephen Bernard, president of the Brockton Chapter of the NAACP, with the Champion Award for his years of service to the community. Mr. Bernard has made many valuable contributions through his work with the NAACP. In addition, he has been a leading advocate in educating the community about prostate cancer in our area. Steve Bernard accepted the award during the holiday gathering of the Good Samaritan Medical Center Community Benefits Committee. He was humbled and grateful to be recognized by his peers in this manner and noted, "I will be stepping down as NAACP president but will stay involved in the prostate cancer collaboration."

Richard Falzone Appointed to Vice President, Commercial Lending Officer for Mechanics Cooperative Bank

Mechanics Cooperative Bank Board of Directors and Executive Leadership Team are pleased to announce the appointment of Richard Falzone as Vice President, Commercial Lending Officer. Mr. Falzone and is excited to add his wealth of experience, knowledge and business development skills to their team. Richard Falzone joins Mechanics Cooperative Bank with several years of banking and management experience. President and CEO of Mechanics Cooperative Bank, Joseph T. Baptista Jr., commented "On the importance of having experienced and qualified commercial lenders to support the diverse needs of our business customers. Richard's past insurance, banking and lending experiences will help our organization and our customers. We welcome Mr. Falzone to the Mechanics Cooperative Bank team and are looking forward to his input as we continue to grow and expand the Bank."

National Mentoring Month Educational Brief

January is National Mentoring Month, a time when many companies gear up for summer youth job programs. To maximize supervisors' impact, the Massachusetts Business Alliance for Education created the Future Ready Mentor Toolkit, a free, digital, easily accessible handbook that helps influential adults guide students toward their educational and occupational futures. The Toolkit was created and vetted in collaboration with mentoring organizations. It can be found at <http://FutureReadyMA.org/Toolkit>. It includes school checklists, financial literacy activities and information regarding career exploration, college planning and financial aid. A webinar provides an overview of these assets, instructions to integrate the Toolkit and college and career readiness into programming and sample activities that engage students in planning for their future. Questions can be directed to Linda M. Noonan by email at Linda_Noonan@mbae.org or by phone at (617) 737-3122.

Old Colony Elder Services Receives \$10K Grant from Eastern Bank

Old Colony Elder Services (OCES), the non-profit agency proudly serving older adults and individuals with disabilities throughout greater Plymouth County and surrounding communities, has been awarded a \$10,000 grant from Eastern Bank Charitable Foundation. The grant is for OCES' Money Management Program (MMP), which assists older adults and individuals with disabilities with managing their household finances. The MMP serves individuals with limited income who are at risk of losing their independence due to their inability to pay rent, food and utility bills on a timely basis. MMP volunteers help these individuals by establishing a budget for them, organizing their mail, helping them write checks to pay their bills and balancing their checkbook.

OCES Receives \$9,311 in Donations in #GivingTuesday Campaign

Old Colony Elder Services is pleased to announce that \$9,311 was raised for their Emergency Fund during their #GivingTuesday campaign. A global day dedicated to giving, #GivingTuesday inspires people to collaborate in improving their local communities and to give back in impactful ways to the charities and causes they support. Last year, OCES received a total of \$5,145 in #GivingTuesday donations to its Emergency Fund. OCES' Emergency Fund helps meet the needs of at-risk low-income older adults and individuals with disabilities who are in a crisis or emergency circumstance that threatens their health and/or living situation. All too frequently, these individuals encounter problems that can jeopardize their ability to maintain independence, dignity and well-being.

Bridgewater Savings Bank Names Peter Dello Russo as President and Chief Executive Officer

Several promotions were announced at Bridgewater Savings Bank's 145th Annual Meeting, including the promotion of Peter Dello Russo to President and Chief Executive Officer, and Richard Fisher to Executive Vice President and Chief Operating Officer. Peter Dello Russo has over 35 years of financial management experience. Dello Russo has a bachelor's degree from the University of Massachusetts and is a graduate of the Stonier Graduate School of Banking. He is also active in the community as a Board member of The Metro South Chamber of Commerce and as a Board member of The United Way. Richard Fisher has been appointed to his new position as Executive Vice President and Chief Operating Officer following his role as Executive Vice President and Director of Operations. Fisher has over 31 years of experience in mortgage banking management and bank operations and has been with the Bank since January 2004.

Free Webinar with Monster.com and Wicked Local

Monster and Wicked Local invite you to join them for a free 30-minute webinar on Wednesday February 15th, 2017 at 12:00 pm. This will be presented by guest Mia Hayes, a Partner Relationship Manager from Monster.com who will highlight their Power Resume Search product. For more information and a link to the webinar, please email Jennifer Sheehan at jsheehan@wickedlocal.com.

Career Opportunities at Crescent Credit Union

Several positions are now open for those interested in working for Crescent Credit Union in Brockton and Norwell. For more information, please visit <http://www.crescentcredit.org/about-us/careers>.

Catherine A. "Kate" Finn, CPA, Has Joined G.T. Reilly & Company as Senior Tax & Business Services Accountant

Finn has worked with a wide variety of businesses and nonprofit organizations throughout her career. Her experience with small businesses accounting and payroll systems is extensive. She has worked in public and private accounting, and has provided bookkeeping, tax, payroll and accounting services to small businesses for nearly 20 years. Finn received her Bachelor of Science in Accounting from the University of Massachusetts, Amherst in 1998. G.T. Reilly & Company is a full-service accounting and consulting firm whose clients include corporations, individuals, closely-held family businesses, multinational companies, nonprofit organizations and financial institutions.

Boys & Girls Club of Brockton Receives Life Science Grant

Excerpts from The Brockton Enterprise.

Efforts to teach Brockton youth about science received a boost through a quasi-public agency that funds innovation around the state. The Boys & Girls Club of Brockton last week received a \$50,000 grant from the Massachusetts Life Sciences Center. The grant is awarded to organizations that demonstrate potential for building their science and technology programming, including investments in youth education for science-oriented career paths. The Brockton club said it is planning to use the Massachusetts Life Sciences Center grant funding to invest in new STEM equipment, including a 3-D printer. The grant will also be used to secure a part-time instructor to teach Brockton youth with the new equipment and software, the club said.

BKA Architects Announces Rebranding And Leadership Transition

BKA Architects Inc. announces their company rebrand. Working closely with Clapp Design, BKA Architects held a series of workshops and discovery sessions to develop a new identity that reflects BKA Architects' transition in ownership as well as their growth and evolution. The development of their new logo, website, social media, and graphic identity is aligned with the firm's core values: Inspire, Deliver, Excel. The company also announces the transition of company founder, Barry Koretz, AIA to Principal Emeritus. Koretz launched the company in his hometown of Brockton in 1974, overseeing the design of many notable New England projects including the award-winning Reebok Headquarters in Stoughton, MA, and the iconic HarborOne Bank Branches.

Brockton Fire Department Upgraded to Highest Level by Insurance Rating Group

Mayor Bill Carpenter and Brockton Fire Chief Michael F. Williams announced that a recent evaluation by the Insurance Service Office (ISO) determined that the City's fire protection rating level be upgraded from a Class 2 to a Class 1 Public Protection Classification. The ISO independently evaluates municipal fire protection efforts in over 48,000 communities nationally. Insurance company underwriters use this information as an aide to establish premiums for fire insurance policies for residential and commercial properties, generally offering lower premiums in communities with better protection. The Brockton Fire Department is one of 204 to achieve this ranking.

Homeless to High Honors: Brockton Man Excels at BSU

Excerpts from The Brockton Enterprise.

At 13, he'd fled Arizona and an abusive stepfather along with his mother and older brother to return to his hometown in Massachusetts. Amid those desperate times, Wright vowed to pursue the one thing he saw as a way out - getting a good education. Seven years later, he's keeping that promise - the Bridgewater State University physics major holds a 3.8 GPA halfway through his junior year. With the help of School On Wheels of Massachusetts, Wright made it through high school. At BSU, which he attends through the Bridgewater Scholar program, Wright said he chose to study physics because it's a field that requires life-long research and learning. He hopes to earn a master's degree and teach.

Fisher & Fuller Featured at Business After Hours on Feb. 9

Please join us for a special edition Metro South Business After Hours networking event taking place on Thursday, February 9th at The Fuller Craft Museum, 455 Oak Street in Brockton, 5:00 pm - 7:00 pm.

Let the art touch you at the Fuller Craft Museum. Fuller Craft Museum is a dynamic environment where craft is experienced through exhibitions, education, outreach, and collaboration. They explore the materials, techniques, and artistic expression that challenge the perception of craft, while honoring the achievements of the past. For more information, visit www.fullercraft.org.



This event is sponsored by Fisher College. Founded in 1903, Fisher College is an accredited four-year college providing a wide array of services for students to support academic success. At Fisher, college is more than an education, it is a life-changing experience providing education, dedication and life. Fisher College has offices in Boston, New Bedford, North Attleboro, and locally at 370 Oak Street, Brockton. For more information, visit www.fisher.edu.



This complimentary event is open to members and non-members and includes networking opportunities, door prizes, and catering by Peppercorns. A cash bar will also be available, and FUN Enterprises will provide caricatures. Register by visiting www.metroouthchamber.com/calendar or by contacting Athena Lavoie, alavoie@metrosouthchamber.com, (508) 586-0500 x 231.

Greater Brockton Young Professionals Program Launch

Join us prior to the After Hours at 4:30 pm at Fuller Craft for a soft launch of the Metro South Young Professionals program. Young professionals, emerging leaders, and anyone interested in engaging their younger staff members are invited to attend this introductory networking session. For more information or to register for this session, contact Alison van Dam, avandam@metrosouthchamber.com.

Greater Brockton Young Professionals at Fuller, Feb 9

GBYP: Who are we?

The Greater Brockton Young Professionals are next generation leaders creating a bright future for the Greater Brockton community.

Mission

"To create collaborative and engaging experiences in an inclusive environment for young professionals to network, learn and grow within the Greater Brockton community."

Values

The following values guide the actions and philosophy of the Greater Brockton Young Professionals: Diversity; Inclusivity; Professionalism; Strong Mentor/Mentee Relationships; Engagement; Connectivity; Community; Economic Vibrancy; Collaboration; Personal Advancement; and above all... Keep it FUN!

For more information or to join the mailing list to receive updates on upcoming GBYP events, contact Alison van Dam, at avandam@metrosouthchamber.com.



Featured Commercial Site for Lease in Avon



1 Kiddie Drive, Avon MA
Avon Industrial Park

40' x30' Column spacing
8 Loading Docks with levelers
2,500 Amps @ 240 V
ESFR Sprinkler System
1,400 SF +/- Shipping Office
Will Divide

78,750 square foot high bay warehouse 24' Clear Height

Additional 14,000 SF mezzanine office space available- will divide, or up to 28,560 SF first floor office space- will divide.

Do you have space available for purchase or lease? Email avandam@metrosouthchamber.com to be considered for a featured listing in the Action Report. For more information on this property, please contact Donahue Associates at (508) 588-1717, or visit www.donahueassociates.com.

Employers Welcome to Career Day Conference



The Brockton Area Workforce Investment Board, with support from the Metro South Chamber of Commerce, will present the 20th Annual Connecting Activities Career Day/Youth Conference this April! This initiative is designed as an opportunity to build stronger connections between schools, businesses and the community.

This event will provide high school students with the opportunity to explore careers across all industries. If your business would like to participate, please contact Nicoline Batista at nbatista@bawib.org or (508) 584-9800 x23.

Brockton Area Workforce Investment Board STEM Career Exploration Event

The Brockton Area Workforce Regional High School will have an Investment Board (BAWIB) in collaboration with Bridgewater State University demand fields of STEM (Science, Technology, Engineering and Math). Youth will travel from table to table to converse for 8-10 minutes with fourteen different STEM professionals from the STEM field. The University on February 9, 2017 from 9:00 a.m. - 1:00 p.m. in the Large Ballroom located in the Rondileau Campus Center.



According to the U.S. Department of Labor, only 5% of U.S. workers are employed in fields related to science and engineering, yet they are responsible for more than 50% of our sustained economic expansion. We need to further develop the interest and availability of STEM careers for youth. For this event, an estimated one hundred high school students from Avon-Middle High School, Brockton Public Schools, Southeastern Regional Vocational High School, South Shore Vocational Technical High School, and Whitman-Hanson



This initiative is sponsored by the Department of Elementary & Secondary Education through the Connecting Activities program which is operated by YouthWorks, the One-Stop Career Center. YouthWorks offers employment, career-readiness, and education services to youth between the ages of 14 and 21. BAWIB provides oversight and funding for YouthWorks through the federal Workforce Innovation and Opportunity Act (WIOA).

Mass Business Alliance for Education CEO Visits Chamber



At the Metro South Chamber's recent board meeting, Linda Noonan of the Massachusetts Business Alliance for Education spoke to members about a recent poll taken by MassInc Polling Group. This survey determined that a majority of employers feel that new entrants to the workforce are unprepared for their jobs and that education may be the issue.

Scotland Street Park Construction Photo

New Construction is underway in Bridgewater at Scotland Park. The building is located at the very end of the drive and should be complete by summer. The project is being developed by Comeau and Kelly Construction of Stoughton.



25th ANNUAL TASTE OF METRO SOUTH AT MASSASOIT

WEDNESDAY, MARCH 22, 2017

CONFERENCE CENTER @ MASSASOIT, BROCKTON • 5:30 - 8:00 PM



TICKETS AVAILABLE AT
METROSOUTHTASTE.COM

Ticket Price: \$35. Tickets must be purchased in advance.

Call (508) 586-0500 x 231 for tickets and more information

Like us at www.facebook.com/metrosouthchambercommerce to stay up to date on participating restaurants, organizations and musical entertainment.

Bring your appetites on **March 22, 2017, 5:30 pm - 8:00 pm** to the Conference Center @ Massasoit in Brockton for the 25th Annual Taste of Metro South event. This highly anticipated event features an all you can eat sampling of over 50 diverse restaurants, cultural and community organizations, live entertainment, raffle prizes, and more!

The Taste of Metro South is a highly visible, much publicized and well-received evening of enjoyment for everyone. This event has traditionally drawn between 600-700 people. Come celebrate the Metro South Region.

Entertainment acts to include Rob Peters Entertainment, The Boxwood Saxophone Quartet, Brockton High School Jazz Band and Bridgewater State University's West African Drumming Ensemble, Khakatay – and visitors from the Phantom Gourmet

Tickets are available online at metrosouthtaste.com. Visit metrosouthchamber.com or [\[metrosouthchambercommerce\]\(http://metrosouthchambercommerce\) for an updated list of participating restaurants and entertainment, and for more information.](http://facebook.com/met-</p>
</div>
<div data-bbox=)

You may also purchase tickets by contacting Athena Lavoie at (508) 586-0500 x 231, alavoie@metrosouthchamber.com, or by visiting the Metro South Chamber office, 60 School Street, Brockton, on Monday-Friday, 9:00 am-5:00 pm.

CALLING ALL RESTAURANTS:

Area restaurants are encouraged to participate by signing up for a free booth space or sponsoring the event. All those who do participate will gain exposure through direct interaction with new potential customers, word of mouth, through advertisements in the Enterprise, Action Report and Program Guide, and potential coverage on the Brockton Community Access Channel. Don't miss this invaluable opportunity. For more information, please contact Athena Lavoie at (508) 586-0500 x 231 or email alavoie@metrosouthchamber.com.

Promote Your Business at Taste of Metro South

Wednesday, March 22, 2017 - Sponsorships available below

Grand Band Sponsor (\$2,500):

- Banner on main stage next to band for full event
- Logo on bottom of all presentation slides during event
- Logo on event program cover
- Logo on Taste & Chamber website
- Logo in Action Report newsletter (2)
- 15 complimentary tickets

Supporting Sponsor (\$1,000):

- Logo in PowerPoint presentation and on Taste website
- Logo in event program
- Logo in Action Report newsletter (2)
- E-update side column ad - 2 weeks
- 12 complimentary tickets

Promotional Items Sponsor (\$500):

- Opportunity to give away a promotional item with your logo at table near registration (sponsor to provide)
- Logo in PowerPoint presentation

- Logo in event program
- Logo on Taste & Chamber
- Logo in Action Report newsletter (2)
- 10 complimentary tickets

Corporate Sponsor (\$350):

- Name listed in program as Corporate Sponsor
- Name listed in Action Report (2)
- Name listed in event PowerPoint
- 10 complimentary tickets

Program Sponsor (\$150):

- Name listed in program as Program Sponsor
- 2 complimentary tickets

To sign up for one of these sponsorship packages, or customize a sponsorship for your business, please contact Athena Lavoie, (508) 586-0500 x231, alavoie@metrosouthchamber.com.

Chambers Meet on Regional issues



Metro South Chamber of Commerce CEO, Christopher Cooney, CCE met with several business leaders and Peter Foreman, president and CEO of the South Shore Chamber of Commerce. Topics ranged from water/sewer to transportation and business development issues. The meeting was hosted by Mayor of Braintree, Joe Sullivan at the newly remodeled Braintree City Hall.

The Perfect Place Hosts News Anchor Brian Shadman



The Brockton Rotary Club and several business people recently met at The Perfect Place to discuss business and the role of television media in modern society. The featured guest speaker was Brian Shadman of NBC Boston. Brockton businessman Fred Fontaine, owner of the Perfect Place, hosted the meeting.

Ribbon Cutting- Block Advisors



Dozens of customers, employees and early tax filers were on hand for the ribbon cutting at Block Advisors. The expanded and newly remodeled location is at Westgate Drive near Lowes Home Improvement across from the Westgate Mall. District manager Nicole Dubois was on hand to cut the ribbon and location manager Gail Camara-Marks also participated. Block Advisors offers expanded tax filing and money management services to businesses and individuals from throughout the region.

Since 1927
3rd Generation
Family Owned
& Operated

**HOLMES-McDUFFY
FLORISTS, INC**

Specializing In...

Elegant Floral Designs • Balloons

Fruit Baskets

Corporate Specialist • Wedding Consultants

Funeral Consultants

**DAILY PROMPT DELIVERIES
TO BROCKTON AND VICINITY
OR ANYWHERE IN THE WORLD**

*All Major
Credit Cards
Accepted...*

**110 North Leyden Street
Brockton, MA 02302
508-586-2000**

visit our website at www.holmesmcduffy.com

NW-CN13511640

Tiny House Tour at Southeastern Tech School

Attorney David Frenette, Rich Morgan, photographer and Christopher Cooney, Chamber CEO recently toured several of the Southeastern Technical School's trade shops with Luis Lopes, School Superintendent.



David Frenette, Frenette & Dukess, Christopher Cooney, Chamber CEO and President, and Luis Lopes, School Superintendent



David Frenette, Frenette & Dukess



Luis Lopes, School Superintendent, and Rich Morgan, Photographer



Rich Morgan, Photographer, Luis Lopes, School Superintendent, and Christopher Cooney, Chamber CEO and President



This tour showcased student work and facilities, reflecting the school's resources and opportunities.



David Frenette, Frenette & Dukess

Dr. Goodman Delivers Forecast For New Year!



Photos courtesy of Janet Trask.



Michael Goodman, University of Massachusetts Dartmouth



Christopher Cooney, Chamber CEO and President; Gerry Nadeau, Rockland Trust and Chamber Chairman



Francis Dillon, Stonehill College, Emcee



Mahsa Khanbabai, Khanbabai Immigration Law, Debra Salvucci, Stonehill College Event Sponsor and New Dean for the School of Business



Gerry Nadeau, Rockland Trust, Michael Goodman, University of Massachusetts, Dartmouth, Debra Salvucci, Stonehill College, Mahsa Khanbabai, Khanbabai Immigration Law, Frances Dillon, Stonehill College, Susan Joss, Brockton Neighborhood Health Center, and Christopher Cooney, Chamber CEO and President

Jackson Hewitt Tax Service Opens in Brockton



JH is one of the largest tax-preparation service in the United States; responsible for preparing over 2 million federal, state, and local income-tax returns each year. It operates more than 6,000 franchised and company-owned locations throughout the United States. Brockton Mayor, Bill Carpenter and JH staff cut the ribbon on its newest location at Michael's Plaza on Belmont Street in Brockton.

Brockton NAACP Hosts Breakfast to Honor Dr. Martin Luther King, Jr.



Cedric Turner, CEO and Founder of Empower Yourself



Mayor Bill Carpenter, City of Brockton, Ayanna Pressley, Boston City Councilor and her husband, Conan Harris, Director of My Brother's Keeper



Massachusetts Congressman Stephen Lynch and Massachusetts Representative Claire Cronin



George Carney, Jean Derenoncourt, Senator Brady's Office, Kathleen Smith, Brockton School Superintendent, and Ossie Jordan, Brockton Water Commission Chairman



Dr. Charles Wall, President of Massasoit Community College and Linda Ross, Director of Food Services for Massasoit Community College



Nicole and Avalon McLaren, Chamber President and CEO Christopher Cooney, and Andrea Burton, Director of Community Relations for Brockton

Looking for a new perspective on Your Business?

Our custom business solutions will change the way you look at banking.

- New Equipment Financing
- Commercial Lines of Credit
- Business Online Banking
- Checking Account Options

To get started: Visit our website or Call 800.356.8622

BridgewaterSavings

UNCOMMON BUSINESS BANKING

bridgewatersavings.com/business



Member FDIC Member DIF Equal Housing Lender An SBA Preferred Lender



BOARDProfile - Jeni Mather



Jeni Mather and Sakari

J.M. Pet Resort

1014 Pearl Street
Brockton MA, 02301
(508) 588-5661
jmpetresort.com

Year Established:
1999

Products or Services:

Veterinary Clinic, Doggie Daycare, Boarding, Grooming, Pet Taxi, Retail Store

Number of Employees:
49

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

J.M. Pet Resort's dedication to pets starts with our caring, compassionate staff who love and understands all breeds and behavioral, activity, health, and nutritional requirements. We offer an on-site Affordable Veterinary clinic, PLAYtrain® Doggie Daycare, Luxury Boarding, Motivational Dog Training, Spa Grooming, Pet Taxi and a complete premium retail store offering hundreds of products to satisfy every pet's needs. We are open 7 days a week with early morning and late closing hours to accommodate the busiest schedules.

What is your market area?
Boston's South Shore

What markets do you serve?
Individuals or families who own a pet(s).

What awards, honors or special recognition has your firm received?

Metro South Chamber of Commerce
2009 Small Business Of The Year Nominee
Metro South Chamber of Commerce
2014 Small Business of The Year Award
SEED 2015 Small Business of the Year Nominee
SEED 2016 Small Business of the Year Award

What is your main business objective concerning your customers and the business community?

Our main business objective for our customers is to offer a facility that can offer

complete care for their pet. We can keep pets healthy through our high quality and affordable range of veterinary and care solutions in one convenient location. We strive to address any problems with these beloved creatures so they remain happy and healthy.

We also serve as a reference for other related businesses. A veterinary office with a canine patient in need of behavioral training can receive care at J.M; a boarding facility with a rambunctious dog may suggest the pet be boarded at our facility's doggie daycare. In return, we can see patients in our veterinary clinic and refer them to necessary specialists. Our primary interests are safety, health, and wellbeing.

How long have you been a Chamber Board Member?

I am new to the board as of December 2016.

What is your Chamber Involvement?

When I initially started J.M Pet Resort as K-9 Training 1999 and The Brockton Blue Dog Shelter in 2000 I reached out to the chamber to use their resources in my journey of owning a business. I used their SCORE department as well as the vast number of seminars and networking opportunities. I joined as a business early on and have always been aware and impressed by the wealth of support they offer. I am excited to become a part of such a wonderful organization.

What are some of the job positions that you have held?

Independent Canine Trainer ,
Veterinary Technician North Main St.
Veterinary Clinic 1999-2006, Founder
and Director Brockton Blue Dog Shelter,
5013C 2000-2016, West Bridgewater,
Animal Control Officer, 2004-2016.

In addition, would you please tell us more about your family and interests?

I am blessed with three young children and a wonderful husband. I enjoy our special "family time," from snowmobiling in the winter to summers at the Cape. I am lucky to be active with my children and participate in their activities such as coaching their baseball teams and volunteering in their schools. I enjoy my work. I love animals and it is extremely rewarding to help people enhance their relationships with their pets through behavior modification, socialization or simply providing them with affordable and effective veterinary care.

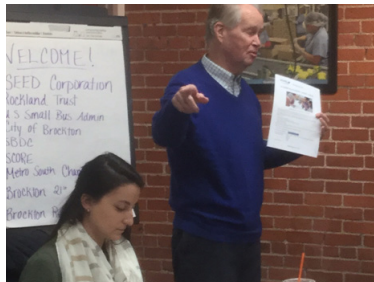
What is your educational background?

BS in Biology, Stonehill College 1996,
Animal Behavior College Graduate
1997, Veterinary Technician 1996-
Present, Certified Animal Control
Officer West Bridgewater 2004-2016,
Certified as a Level Two Master Dog
Trainer 2016 ABCDT-2

How long have you been at your present job?

Since 1999 - 18 years

Turbo Charge Your Business



Last month, Peter Godfrey of SCORE and Angela Knight from SEED Corporation presented a lecture to prospective entrepreneurs. This workshop explored the fundamentals of business ownership to up-and-coming entrepreneurs. Topics included information on how to begin, how to obtain financing and the loan application process.

SBDC Small Business Advisor Jill Beresford addresses a full conference room of small business owners and developers at the Metro South Chamber of Commerce Business Assistance Center during a recent SEED workshop on financial statements and business health. To arrange a meeting with SEED or SBDC, email alaperriere@seedcorp.com or amoriarty@msbdc.umass.edu



Ambassador of the Quarter



Murray Vetstein, Source4

Murray Vetstein Source4

1010 West Chestnut Street
Brockton, MA 02301
(508) 562-3450
www.source4.com

What is your business?

Source4 has two commercial printing plants and five distribution/fulfillment centers, including one in Brockton, which also includes an in-house design studio. We have over 250 program clients. These clients use our proprietary on-line portal to order business cards, direct mail, brochures, promotional products, logo apparel and other products.

The Ambassador of the Quarter program highlights and rewards Ambassadors who go above and beyond their duties as a member of the Ambassador Team.

How long have you been in this business?
I started in the printing business in 1981 and have been with Source4 since 1984.

Please list your past experience and educational background.

After a few years in the Navy, I studied marketing and management at the University of Massachusetts in Boston.

How long have you belonged to the Chamber? When did you become an Ambassador?

Source4 has been a member of the Metro South Chamber of Commerce for many years. I became active in the chamber about 5 years ago and have spent 3 or 4 of them as an Ambassador.

How does your Chamber membership work for you?

It's been fantastic. Even in today's digital age, relationships matter. I have met so many wonderful people through the chamber. Many of those people are now my clients and friends.

What additional organizations do you belong to?

Currently, I volunteer for the Oak Point Homeowners Association, which raises money for college scholarships for Middleboro High School seniors.

GRO-N-THINGS, INC.

Interior Plant Maintenance and Design Service

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



Shelley Tierney
OWNER

SERVING AREA BUSINESS SINCE 1975

Chamber Wishes Farewell to Klete Squires



The Metro South Chamber of Commerce bids farewell to Klete Squires, Director of Membership Sales. Klete played an important role in many chamber initia-

tives over the past year. Klete is moving on to pursue other interests and opportunities. "Klete is a very positive person who has been a pleasure to work with at the Chamber. We wish him the very best in his future endeavors", said Chamber president and CEO, Christopher Cooney, CCE. The Chamber is now accepting applications for the position of Membership Sales and Service. Interested applicants should send their resume to the Metro South Chamber of commerce at, info@metroouthchamber.com. To receive the job posting for this position, please email Alison van Dam at avandam@metroouthchamber.com.

Chamber Adopts Resolution in Support of Brockton Parking Garage

The Metro South Chamber of Commerce Board of Directors recently met and approved a resolution in support of the downtown Enterprise/Trinity Block parking garage. The Governor has committed \$10 million dollars toward the construction of a new 400 space parking structure on property owned by the Brockton Parking Authority and accessible from Petronelli Way. The structure will provide parking to existing properties and open up capacity for future redevelopment within the downtown and in support of near-by commuter rail service.



View of the Enterprise Center from the nearby train station. The next phase of development will be on the right.

"The addition of well-designed, well-lit convenient parking in this area serves as an invitation and catalyst to further economic development within the district and beyond", said Christopher Cooney, president and CEO of the Metro South Chamber of Commerce.

The Chamber adopted the resolution in support of the city accepting the \$10 million dollar grant and identifying a finance plan to address the remainder of the funds required to complete the project in a timely manner. A City Council meeting will be held in February to consider the matter. Businesses and residents are encouraged to attend in support of receiving the grant and building the garage.

Travel to Peru With the Chamber in 2017!

Call now for an Early Bird rate of \$3,249!



Discover Peru's dazzling highlight, Lima, Machu Picchu, the Incan wonders of Cusco and much more. With a culture and history as assorted as its countryside, Peru offers travelers unmatched adventure and moments of heightened emotion. See the dramatic peaks and valleys of the Andes and the pre-Columbian cities that have been carved into its landscape.

In the evenings, relax in well-appointed and comfortable accommodations. Stroll the historic city of Cusco that seamlessly blends Spanish and Incan cultures. Travel by train along the Urubamba River to the Sacred Valley and foothills of the Andes, and arrive in Machu Picchu. This and much more awaits you. The trip will take place from October 12 through October 20 and will cost \$3,249. Please visit <http://tbmf.me/a/CP2QF1> for a video showcasing the trip's highlights.

For more information about this, great opportunity, please visit www.metroouthchamber.com/events/travel or contact Doris at doris@metroouthchamber.com or at (508) 586-0500 x. 221.

Call For 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 2017 Small Business of the Year and Entrepreneur of the Year awards.

Sponsored by:
Bank of America

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

The Entrepreneur of the Year Criteria: 10 or less full-time employees or equivalence; in business less than 3 years; a for-profit business.

Nominating someone is easy...

You may nominate your own business or any other business you deem worthy. **Call the Chamber at (508) 586-0500 x231 for nomination forms.** 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.

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

Nominations are due to the Chamber by April 4, 2017. Recipients will be announced at the Small Business and Entrepreneur Luncheon in May 2017.

Prior Small Business of the Year Recipients

2016 Strange Planet Printing
2015 Maguire's Bar & Grill
2014 J.M. Pet Resort
2013 Sollex Payroll Systems, Inc.
2012 Vicente's Tropical Grocery
2011 McGuigan'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 Co.
2004 Dupliron, Inc.
2003 Modern Auto Body
2002 United Furniture, Inc.
2001 Robert Sharkansky & Company, CPA

Prior Entrepreneur of the Year Recipients

2016 Elvera's Cafe
2015 The Sound Lab
2014 JJ's Caffe
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 of UPPAbaby
2007 Howard Wright of Wright Technology
2006 Rob Peters of Rob Peters Entertainment
2005 Jeffrey Chrzanoski of Spark Street Autobody
2004 Charles Bernard of The DJ Experience
2003 James Messinger of The Crazy Chefs Caterers
2002 Jerome Offutt of Top Quality Staffing
2001 Randy Yanoff of Eye of the Tiger Karate

Chamber's Mission, Vision, Values



Take a look at the set of priorities that the Metro South Chamber of Commerce has established to drive and guide our organization as we continue to actively support and foster the business community in 2017.

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

Vision: To be the Metro South Region's qualified leader for:

- Attracting and harnessing the energies, capabilities, and ambitions of businesses;
- Catalyzing critical public discussion on key issues and mobilizing political support;
- Projecting a positive image of the region & bolstering awareness of its many advantages;
- Striving to position the region to seize the variety of emerging economic opportunities

Values:

- Independent & Objective
- Transparent, Open, & Honest
- Collegial, Cooperative, & Inclusive (Both members and non-members)
- Focused on fostering a broader sense of community involvement, engagement, & advancement
- Relationship-driven & focused on deepening connectivity throughout the region & beyond
- Ready, willing, and eager to lead the charge (advocacy, policy making, etc.)

Visit metroouthchamber.com to learn more.



Free Tax Preparation for Brockton Households



Low to moderate income families in the Greater Brockton area are again eligible for free tax preparation, sponsored by NeighborWorks Southern Mass, the City of Brockton, Mayor Carpenter, and Massasoit Community College.

There will be Free Tax Preparation for qualified individuals from February

4 - April 10, 2017 at the Brockton Public Library Main Branch, 304 Main St., Brockton on **Mondays from 4:00 pm - 7:00 pm** and at the Massasoit Community College Library in the Student Center, 1 Massasoit Blvd, Brockton, on **Saturdays from 10:00 am - 1:00 pm**.

The Household Income Limitation for this free service is \$54,000. Assistance will be provided on a first come, first serve basis.

For details on required documents, limitations, and eligibility, please call NeighborWorks at (508) 587-0950.

Chamber Affiliation News & Events

To become an affiliate organization of the Chamber, contact Christopher Cooney at (508) 586-0500 x 223 or email chris@metrosouthchamber.com.

The **Bridgewater Business Association (BBA)** is a non-profit corporation, originally formed in 1984, devoted to the interests of the business community and the people they serve, in the Towns around Bridgewater, MA. They promote unity between towns and the business community and are committed to promoting goodwill among business owners, interacting with Town government, and encouraging growth of member businesses.

The **Stoughton Chamber of Commerce** helps to preserve the overall community's 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. For more information about this chamber and the town of Norwell, please visit norwellchamberofcommerce.com.



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.



The **Randolph Chamber of Commerce** is pleased to welcome Kathie Ludecker as its new President! Kathie, who resides in South Middleboro, was born and raised in Randolph and has over 34 years' banking experience in the town. She is excited for this opportunity and looks forward to promoting the Randolph Chamber and its businesses.



ProLink Networking Group is an invitation-only, non-competitive business networking group. Meetings are held on alternating Tuesdays, 7:30 am at the Metro South Chamber. For meeting schedule or more information, visit www.prolinknetworking.com or contact Craig Pina at (508) 279-4194 or email craigpina@gmail.com.



The **South Shore Women's Business Network (SSWBN)** is dedicated to the success of it's members. From banks to human resource professionals, from insurance providers and attorneys to editors and realtors, you're bound to find people who share your business concerns. Please visit www.sswbn.com to learn more.



WELCOME New Members

Making an Investment in Our Community

ADP

Mr. Michael Barrera
300 Jefferson Boulevard
Warwick, RI 02886
(401) 699-6435
www.adp.com
Business Support Services

EduBoston

Ms. Sue McCann
161 Harvard Ave., Suite 13A
Allston, MA 02134
(617) 254-1117
www.eduboston.com
International Education Service

The Children's Workshop

Ms. Melanie Cline
199 West Centre Street
West Bridgewater, MA 02379
(508) 510-6124
www.childrensworkshop.com
Child Care

Thorny Lea Golf Club

Mr. Chris Barron
159 Torrey Street
Brockton, MA 02301
(508) 584-7060
www.thornyleagc.com
Golf

Koso America, Inc.

Mr. Mark Gallagher
253 Pleasant Street
West Bridgewater, MA 02379
(774) 517-5300
www.hammeldahl.com
Manufacturers

To Join the Chamber, contact
Alison Van Dam
(508) 586-0500 x 225,
avandam@metrosouthchamber.com

RENEWING Members Thank You !

Baynes Electric Supply Co., Inc.
Boys and Girls Club of Brockton, Inc.
Braemoor Health Center
Brockton Area Transit Authority
Brockton Visiting Nurse Association
Busy Bee Jumpers & Tents
Capstone Communities
Concord Foods, LLC
Curry College, Graduate & Continuing Studies
Curtin Bros. Oil
Cushman Insurance Group
Douglas A. King Builders, Inc.
Eastern Bank
Electric by Design, LLC
Frenette & Associates, P.C.
Fuller Craft Museum
Hampden Technologies
HarborOne Bank
Holmes-McDuffy Florists, Inc.

Home Health Resources, Inc.
Ideal Jewelry & Loan
Independence Insurance Agency
Lincoln Technical Institute
Manny's Night & Day Cleaning Service
Massasoit Community College
Mutual Bank
Nemo's Carry All Market, Inc.
North Main Street Veterinary Clinic, Inc.
Pierce Refrigeration, Inc.
Pressure BioSciences, Inc.
Rogers & Gray Insurance
Romm Diamonds
Source4
Stonehill College
Stoughton Motel
TRACEY Environmental
United Way of Greater Plymouth County, Inc.
Willwork Inc., Exhibit & Event Services

Campello Pop-Up Village Planned for June



James Benson of the Brockton Historical Society is pleased to announce that the Brockton High School and the Keith Park Neighborhood Association will team up to host the "Sunday in the Park with George Keith- A Campello Pop-Up Village" event. This will happen thanks to a \$6,000 grant from Mass Humanities. It will occur on June 17, 2017.

"Henry Ford once said 'by looking at the things that people used and how they lived, a better and truer impression can be gained than could be had in a month of reading'. This grant will allow us to make the Campello Village of the turn of the last century come alive so that Brocktonians can experience the way folks lived then, and how their lifestyle may have been different but their challenges very similar to ours today," said Benson. Cash donations will supplement the grant in order to create a temporary old-fashioned "village" with cityscape backdrops. Staff members will host the "Main Street" corridor and share lively dialogue with visitors.

Mayor Receives Check Toward Rocky Statue Park



Brocton Rotary Club president Brian Droukas presented mayor Bill Carpenter a check in the amount of \$5,000, toward completion of the Rocky Marciano Statue Park at Brockton High School. Rocky was the World Heavy Weight Boxing Champion and a native of Brockton. He was also an honorary Rotarian. Chamber President Christopher Cooney and Attorney Larry Siskind also participated in the check presentation.

ATHENA Award Recognizes Leadership

Call for Nominations

This summer, the Metro South Chamber of Commerce and Eastern Bank will present the 17th Annual ATHENA Award to an exceptional individual who has achieved excellence in his/her 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, Russia, Canada, China, The United Arab Emirates and the United Kingdom. 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 Athena Lavoie at (508) 586-0500 x 231, or email alavoie@metrosouthchamber.com. Learn more online at metrosouthchamber.com/events/athena.

Sponsored by:



Prior ATHENA Recipients

- 2016, Cheryl Oppen, School on Wheels
- 2015 Mary Waldron, BSU
- 2014 Janet Trask, Brockton VA Hospital
- 2013 Kathleen Smith, Brockton Public Schools
- 2012 Ruth Bramson, Girl Scouts of Eastern MA
- 2011 Elaine Reiser, Brockton Area Multi-Services
- 2010 Anne DeMinico, St. Joseph Manor
- 2009 Sue Joss, Brockton Neighborhood Health Center
- 2008 Vanessa Tierny, Brockton Area Multi-Services
- 2007 Susan Szachowicz, Brockton High Principal
- 2006 Loretta Degrazia, East Coast Petroleum
- 2005 Marianne Wroble Cox, WXB 1460am Radio
- 2004 Shailah Stewart, Brockton Public Schools
- 2003 Linda Faria Braun, The Adult Learning Center
- 2002 Christine Karavites, Proteas Consulting
- 2001 Barbara Duffy, My Turn, Inc.
- 2000 Noelle Foye, Brockton Elementary School Nurse
- 1999 Janice Cunningham, East Bridgewater Police

Celebration in Easton



Mahsa Khanbabai, Khanbabai Immigration Law and Christopher Cooney, Chamber CEO



Hazel Varella, and Bill Morse, Mutual Bank



Jonah Wein, Crescent Credit Union, and Murray Velstein, Source4



Douglass King of Douglas A. King Builders and Claire Cronin, State Representative



Senator Walter Timilty presented citations to Doug King in recognition of his 50 years in business and his extraordinary redevelopment of the historic 100 year old North Easton Elementary School during the celebration.



Mahsa Khanbabai, third from the left, celebrates her new office in the historic North Easton Grammar School building

MEMBERProfile



Jeffrey Johnson of Salem Media Group



Salem Media Group

500 Victory Toad, North Quincy, MA 02171
(617) 691-2527
am1260thebuzz.com, wezeradio.com,
wrolradio.com, radioluzboston.com

Year Established:

The first station, WEXZE, began broadcasting in the 1970s and was purchased by Salem in the mid 1990s.

Products of Services:

We offer multimedia marketing with an emphasis on our 4 Boston Radio Stations that primarily air conservative and family-themed programming.

Number of Employees:

20 of our employees work in the Boston market.

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

We are the fifth largest communication company in the country. We are publicly traded on Nasdaq: SALM. We reach all of the cultural demographics in the Greater Boston area and beyond with radio programming in English, Spanish, Haitian Creole, and serve many of the immigrant communities in the urban areas. We also have the Irish language occasionally as we have had the Irish Hit Parade on WROL weekends for 50 years!

What is your market area?:

Eastern Massachusetts.

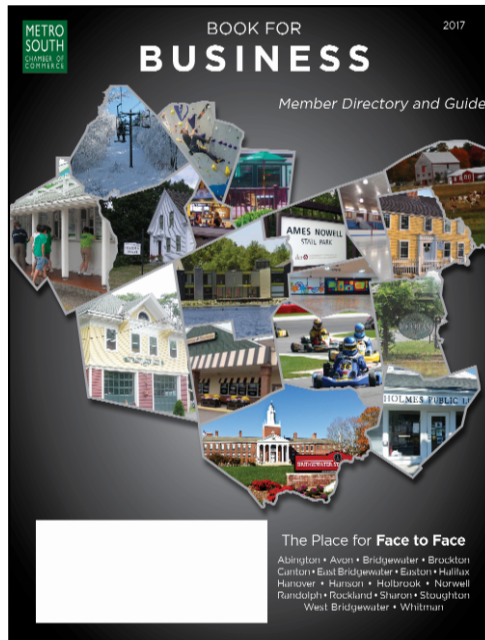
What markets do you serve?:

We serve all businesses, churches, and non-profit organizations.

What is your main business objective concerning your customers and the business community?:

We want to help businesses reach multiple cultures and demographics that they will not find elsewhere in Boston's radio landscape.

2017 Book for Business In Production



The Metro South Chamber of Commerce is working on producing the 2017 Book for Business. The book features area dining, lodging, public golf courses, recreation, legislative leaders, community demographics, regional and economic data, and a complete membership listing. The book also includes a full color map of Metro South, highlighting hotels, golf courses, industrial parks, town halls, and other points of interest.

Copies of the Book for Business will be distributed to over 5,000 throughout the region including all Chamber members, real estate offices, town halls,

libraries, colleges, and more.

To order your copy or ensure that your information is correctly listed, please call Kelsey Lynch at (508) 586-0500 x222 or email at kelsey@metrosouthchamber.com. To view last year's book you can visit <http://www.metroouthchamber.com/news-media/book-for-business/>.

Buy Local From These New Chamber of Commerce Members

Pamela Sande & Associates, LLC

Comcast Spotlight

Michael Barrera, ADP, LLC

Join the Chamber!



100 Independence Drive, Hyannis • (774) 251-3007
www.psamdeassociates.com

Your Business Partner for Total HR Solutions:

- HR Practices and Compliance
- Employee Communications & Handbooks
- Compensation & Benefits
- Recruitment & Onboarding
- Training & Development
- HR Strategy & Organizational Development



400 Crown Colony Dr., Quincy • (617) 681-9002
www.comcastspotlight.com

Comcast Spotlight makes visibility easy for local businesses. A targeted approach across multiple screens puts your message in front of the right customers. We can target your message to just a few cities surrounding your business, or across the entire state. Advertise across 40+ powerful TV networks including news, entertainment and live in-game sports alongside strategically positioned online ads to make your business come to life on screen. Contact Kevin Riordan at (617) 801-5304 or Kevin_Riordan@comcast.com to learn more.



300 Jefferson Blvd, Warwick, RI • (508) 586-0500
Mike.Barrera@adp.com

I am a small business consultant with the world's leader in human resource and payroll services here at Automatic Data Processing better known as ADP. My goal is to improve organizations bottom line, as well as add value to their internal process. This is done by educating employers in terms of payroll, human resource, retirement services, and insurance services.

YOUR BUSINESS PROFILE HERE...

...When You Join the Chamber.
Call Alison at (508) 586-0500 x 225,
or email: alison@metrosouthchamber.com

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

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

When Metro South is Home, Everything's Within Reach

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



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

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

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

Metro South Regional Economic Development Organization
For more info, contact the Metro South Chamber of Commerce,
508.586.0500 • www.metroouthchamber.com



Thinking of Going Solar?

The Metro South Chamber is providing you with an opportunity to install solar at low to no-cost.

To get started, simply type in a few details about your building at the EnergySage Solar Marketplace, the Expedia.com of solar installation.

EnergySage is an online tool that seamlessly connects you with local installers who compete for your business so that you get quality service at the best price.

Are you a solar installer? Let us connect you to EnergySage to gain more business.

To get started, visit:

WWW.ENERGYSAGE.COM/P/METROOUTHCHAMBER

You can also reach out to Chamber Member Ian Denelle of SolarCity to learn how you can save on energy. To find out more, contact Ian Denelle and mention your Chamber membership at 508-510-9950, idenelle@solarcity.com.

For more information, contact Alison van Dam,
avandam@metrosouthchamber.com, (508) 586-0500 x 225.



How would you like to...

- ☒ Spend less money on your utility bill
- ☒ Know your future energy costs
- ☒ Save money with attractive financing options, as well as federal and state incentives
- ☒ Increase the resale value of your property
- ☒ Positively impact your business' brand



Chamber Solar Challenge

BUSINESS EVENTS Planner

February 9

Young Professionals Event

4:30 pm - 5:00 pm

Fuller Craft Museum

455 Oak Street, Brockton

Meet the new Greater Brockton Young Professionals at the Fuller Craft Museum just before the Chamber's Business After Hours.

Cost: Free to Attend

Register online: metrosouthchamber.com/calendar

February 9

Business After Hours

5:00 pm - 7:00 pm

Fuller Craft Museum

455 Oak Street, Brockton

This event will include networking, food, raffles and more. It is complimentary to attend, but pre-registration is required.

Cost: Free to Attend

Register online: metrosouthchamber.com/calendar

February 21

Legislative Luncheon

12:00 pm - 1:30 pm

The Conference Center @ Massasoit

770 Crescent Street, Brockton

Hear from Congressman Joe Kennedy III while enjoying a delicious meal.

Cost: \$39 for members, \$49 for non-members; tables of ten are \$390 for members, \$490 for non-members

Register online: metrosouthchamber.com/calendar

IT'S EASY TO REGISTER!

(508) 586-0500 x 231

(508) 587-1340

E-mail: alavoie@metrosouthchamber.com

Online: www.metroouthchamber.com

Send reservation and payment to:

Metro South Chamber of Commerce
Sixty School Street
Brockton, MA 02301-4087



February 23

Multicultural Forum and Business After Hours

5:00 pm - 8:00 pm

The Perfect Place

2039 Main Street, Brockton

Join us for a Business Resource Expo, and Woman & Minority Owned Business Panel, followed by networking.

Cost: Free to Attend

Register online: metrosouthchamber.com/calendar

March 10

Government Affairs

12:00 pm - 1:30 pm

Metro South Chamber

60 School Street, Brockton

Learn about the latest legislative issues at this lunchtime meeting.

Cost: \$8 members, \$15 non-members

Register online: metrosouthchamber.com/calendar

March 22

A Taste of Metro South

5:30 pm - 8:00 pm

The Conference Center @ Massasoit

770 Crescent Street, Brockton

Here you can sample a selection of the Metro South Region's best culinary offerings.

Cost: \$35 for everyone

Register online: metrosouthchamber.com/calendar

FIND US



facebook.com/metrosouthchambercommerce



twitter.com/MetroSouth



linkedin.com/groups?gid=1830527



youtube.com/user/metrosouthchambercom



flickr.com/photos/metrosouthchamber



issuu.com/metrosouthchamber