



January  
2017

www.metroouthchamber.com

Leading Businesses  
Leading Communities



#### CHAMBER MISSION

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



Asia One Ribbon Cutting,  
Page 6



Karen Emery  
Page 10



James McDonough  
Page 10

#### CONTENTS

Calendar of Events	3
Good News	4
Holiday Calendar	9
Renewing Members	10
New Members	12
Member Profiles	12

## Economic Analyst Mike Goodman, PhD, to Discuss Year Ahead

Wednesday, January 18, 2017, 7:30 am - 9:00 am, Stonehill College



Michael Goodman, University  
of Massachusetts Dartmouth

Join us at the first Good Morning Metro South breakfast of the new year on **Wednesday, January 18, 7:30 am - 9:00 am** at the **Martin Institute at Stonehill College in South Easton.**

This event will feature keynote speaker **Michael Goodman**, Professor of Public Policy, Executive Director of the Public Policy Center, and Acting Chair of the Department of Public Policy at the University of Massachusetts Dartmouth.

A leading analyst of the Massachusetts economy, Michael has authored or co-authored over fifty professional publications on a wide range of public policy issues including regional economic development and housing policy as well as demographic and other applied social science research topics. He has support-

ed this research by generating over \$5 million in external grant and contract funding from a diverse array of public and private sources.

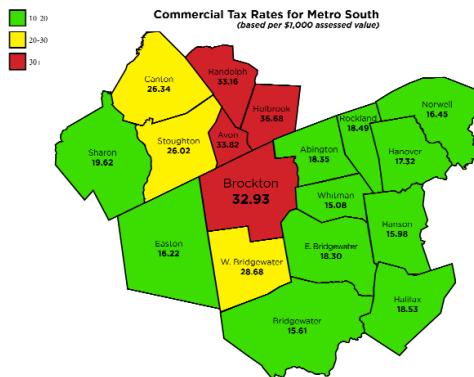
This event is sponsored by the **Martin Institute at Stonehill College**. The Martin Institute prepares students for leadership as active citizens in service to an improved human community. Please visit [stonehill.edu](http://stonehill.edu) for more information.

Tickets are \$25 for Members and \$35 for Future Members. For more info, call Athena Lavoie at (508) 586-0500 x 231, or email her at [alavoie@metroouthchamber.com](mailto:alavoie@metroouthchamber.com). Register online at [metroouthchamber.com/calendar-registration](http://metroouthchamber.com/calendar-registration).



## Lower Tax Burden, Make City More Commercially Valuable

Chamber President and CEO Chris Cooney, CCE testified before the Brockton City Council highlighting the positive aspects of Brockton as a hub of business in the Metro South Region. Overall location and proximity to valuable resources such as skilled labor, worker housing, public transportation and higher education facilities were among the items mentioned.



Map detailing the commercial tax rate for each of the 18 Metro South communities

Absent from the list was commercial tax rates and the water/sewer rates. Cooney implored the City Council to take stock of the rates and resources in comparison to surrounding communities and nearby gateway cities. He highlighted the opportunity to create more value for the commercial properties and businesses already in Brockton. When the value of commercial property increases, tax revenue also increases.

*Continued on page 2*

## Tax Abatement Will Reduce Commercial Taxes In New Year

An abatement is a reduction in the tax assessed on your property for the fiscal year. To dispute your valuation or assessment or to correct any other billing problem or error that caused your tax bill to be higher than it should be, you must apply for an abatement.

You may apply for an abatement if your property is:

- 1) overvalued (assessed value is more than fair cash value on January 1 for any reason, including clerical and data processing errors or assessment of property that is non-existent or not tax able to you),
- 2) disproportionately assessed in comparison with other properties,
- 3) classified incorrectly as residential, open space, commercial or industrial real property, or
- 4) partially or fully exempt.

To apply for a tax abatement, download and complete Massachusetts State Tax Form 128. Depending on where you live, you may also be asked to submit additional forms with your application, obtainable from your town's website. In Brockton, you must also submit a Commercial-Industrial Income Expense Statement, which will provide the board with your property's financial and physical attribute information, covering calendar year 2015. The board of assessors may request the owner or lessee of any real property to make a written return under oath within sixty days (60) containing such information as may reasonably be required by it to determine the actual fair cash valuation of the property.

*Continued on page 2*

## Taste Event Set: Massasoit Conference Center

Wednesday, March 22



5:30 pm - 8:00 pm

The region's most anticipated annual food event, the Taste of Metro South, will take place this year on **Wednesday, March 22, 2017, 5:30 pm - 8:00 pm** at the **Massasoit Conference Center in Brockton, 770 Crescent Street.**

This popular food event is a great way to gather with business leaders and community members to sample the tastes of local restaurants. Over 50 delicious and diverse area restaurants are expected to participate, also featuring community organizations, live entertainment, and giveaways.

Sponsorship opportunities are



available; sponsoring this premier community event means promoting your business to an audience of over 700 attendees in one night! **Join sponsors Good Samaritan Medical Center, Tufts Health Plan, Massasoit Conference Center, The Enterprise, and more in supporting this community celebration.** To sign up or customize a sponsorship package, contact Athena Lavoie, (508) 586-0500 x231, [alavoie@metroouthchamber.com](mailto:alavoie@metroouthchamber.com). See sponsorship packages on page 6.

*Continued on page 6*

## Chamber Testifies To Lower Tax Burden, Make City More Commercially Valuable [Continued From Page 1]

The city can help create demand for Brockton commercial property by paying attention to the rates it charges businesses. Commercial tax rates and water/sewer rates can make the difference when a business is considering growing or locating in Brockton.

Cooney requested the city council to act strategically using the many assets it has toward creating value for commercial properties. A couple of examples Cooney cited include reviewing water rates that increase costs to high water users (adopted before desalination plant built) and sale of sewer capacity to adjacent towns to share cost of recent renovation of regional facility in Brockton costing more than 100 million dollars (city borrowed most of amount and Brockton rate payers are paying more of the debt as a result).

Councilors Tim Cruise and Tom Monahan are to be applauded as they led the way to a more strategic approach for the benefit of business and residential tax payers. Ultimately, a majority of the city council exceeded the recommendation of their CFO, and adopted the highest commercial tax rate factor in many years.

The Chamber urges businesses to file for relief from high taxes through the abatement process. To learn more about filing for tax abatement please see the article in this publication or contact your attorney, accountant, commercial realtor or public assessor in the community where your business is located.

## Tax Abatement Will Reduce Commercial Taxes In New Year [Continued from Page 1]

Abatement applications must be received in the Assessor's office by 4:30 pm on Wednesday, February 1, 2017, or postmarked by the same date. For more information on filing an abatement in Brockton, or to download the required forms, please visit [www.brockton.ma.us/government/departments/Assessors/AssessorDocs.aspx](http://www.brockton.ma.us/government/departments/Assessors/AssessorDocs.aspx).

## Wage and Hour Poster Update

The Attorney General's Office is introducing a new wage and hour poster for 2017. The poster reflects the minimum wage increase to \$11 per hour that is effective January 1, 2017.

- A direct link to the poster is available here: <http://www.mass.gov/ago/docs/workplace/wage/wagehourposter.pdf>
- Editions in other languages are here: <http://www.mass.gov/ago/doing-business-in-massachusetts/workplace-rights/ago-publications.html>
- The Office has created an online form to request copies: [www.mass.gov/ago/fldposter](http://www.mass.gov/ago/fldposter)



Alternatively, copies can be requested by calling (617) 963-2250 and leaving a message.

## Ribbon Cutting for Block Advisors

Thursday, January 12, 3:00 pm - 7:00 pm



H&R Block on Westgate Drive is proud to announce that it will reopen as Block Advisors Professional Tax Service and Advice. They will host an open house event on January 12 from 3:00 pm - 7:00 pm, during which they will feature a ribbon cutting.

Block Advisors' tax specialists average 15 years experience and will help their customers with any tax situation common or complex. They seek to streamline the process and provide taxpayers with top-quality service. To schedule your appointment today please visit [blockadvisors.com](http://blockadvisors.com).



## Basic Entrepreneurial Workshops with SEED

Thursday, January 26, 9:00 am - 4:00 pm

The South Eastern Economic Development (SEED) Corporation and workshop sponsor Rockland Trust Community Development Corporation will hold two free basic business workshops aimed at assisting potential and existing entrepreneurs at the Metro South Chamber of Commerce, 60 School Street, Brockton on Thursday, January 26th from 9:00 am - 4:00 pm.

### Session I

**"Learn the Fundamentals in Planning, Preparing, and Financing Your Business," 9:00 a.m. to Noon. Registration begins at 8:30 a.m. Breakfast will be provided free of charge to attendees.**

This workshop is geared toward helping potential entrepreneurs evaluate and understand the fundamentals of owning one's own business. Information on how to get started, where and how to get financing and the loan application process will be presented. Attendees will also be provided with a free guide to writing a business plan and other materials.



### Session II

**"Understanding the Purpose of Financial Statements and How They Can Help Determine the Health of Your Business" will be held from 1:00 p.m. to 4:00 p.m. Lunch will be provided free of charge to attendees.**

This workshop's focus is to help attendees understand a balance sheet, income statement, and cash flow statement. The workshop also explains how a small business owner can anticipate financial needs in order to efficiently operate their business.

Please call SEED Corporation at (508) 822-1020 ext. 318, to register for either or both sessions. For more information on SEED and its programs, please visit SEED's website at [www.seedcorp.com](http://www.seedcorp.com).

## Ribbon Cutting - Jackson Hewitt Tax Service

Thursday, January 5, 12:00 pm - 1:30 pm

On Thursday, January 5, Jackson Hewitt Tax Service will hold a Ribbon Cutting Ceremony to celebrate their new location at 1280 Belmont Street in Brockton, 12:00 pm - 1:30 pm.

As certified tax preparers, Jackson Hewitt Tax Service holds itself to a standard even higher than required by the IRS. They know the tax code better than others. They ask more of the right questions to find the credits and deductions you deserve that others miss. The bottom line is that your tax return is 100% accurate or they pay. For more information, please email [ashleigh.bolte@jtax.com](mailto:ashleigh.bolte@jtax.com).



## Turbo Charge Your Business - January 11

Wednesday, January 11, 2:30 pm - 4:00 pm

Are you looking to start or expand your business? This workshop will help you gain a better understanding of SBA programs and services. Presentation topics will include:

- MSBDC - Mass Small Business Development Center
- SCORE - Counselors to America's small businesses
- SBA Guarantee Loan Programs
  - 7(a) Loans - Microloans
  - SBA Express Loans
- Government Contracting Opportunities:
  - 8(a) Business Development
  - HUBZones (Historically Underutilized Business Zones)
  - Small Disadvantaged Business
  - Surety Bonding
  - Disaster Assistance
- CWE - Center for Women & Enterprise

The meeting will be held at the Metro South Chamber on January 11, 2017 from 2:30 pm - 4:00 pm. RSVP online at <http://bit.ly/2ge7X2C>.



BOARD OF DIRECTORS	DIRECTORS
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<b>Christopher Cooney, CCE, IOM</b>	<b>Alison van Dam, IOM</b>
President and CEO x 223	VP of Business Development/Operations x 225
<b>Athena Lavoie</b>	<b>Marissa Recor</b>
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<b>Kelsey Lynch</b>	<b>Klete Squires</b>
Communications Coordinator x 222	Membership Director x 229
<b>Doris Flechia</b>	
Office Assistant x 221	
Newsletter Written & Designed by Kelsey Lynch Printing Provided by The Enterprise	



**ACCREDITED**  
CHAMBER OF COMMERCE

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

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

The Chamber wishes to assure our members of our intention to provide 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!

**JANUARY** *Calendar*

<b>4</b>	<b>Ambassador Meeting</b>	8:00 am
<b>5</b>	<b>Ribbon Cutting</b> <i>Jackson Hewitt Tax Service, 1280 Belmont Street, Brockton</i>	12:00 pm
<b>10</b>	<b>Executive Board of Directors Meeting</b>	3:00 pm
<b>11</b>	<b>Turbo Charge Your Business</b>	2:30 pm
<b>11</b>	<b>Business After Hours</b> <i>Business Center at the former North Easton Grammar School, 115 Main Street, North Easton</i>	5:00 pm
<b>12</b>	<b>Block Advisors Open House and Ribbon Cutting</b> <i>Westgate Mall, 200 Westgate Dr, Brockton</i>	3:00 pm
<b>13</b>	<b>Government Affairs Meeting</b>	12:00 pm
<b>16</b>	<b>Martin Luther King Day- Chamber Closed</b>	
<b>18</b>	<b>Good Morning Metro South</b> <i>Martin Institute at Stonehill College, 320 Washington Street, Easton</i>	7:30 am
<b>25</b>	<b>Board of Directors</b>	12:00 pm
<b>26</b>	<b>SEED Basic Entrepreneurial Workshops</b>	9:00 am

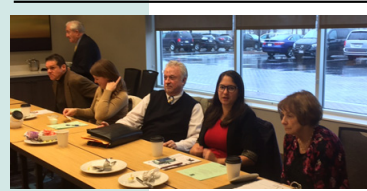
**Coming Up February**

<b>1</b>	<b>Ambassador Meeting</b>	8:00 am
<b>9</b>	<b>Business After Hours + Young Professionals Event</b> <i>Fuller Craft Museum, 455 Oak Street, Brockton</i> <b>Young Professionals Networking</b> <b>Business After Hours</b>	4:30 pm 5:00 pm
<b>10</b>	<b>Government Affairs Meeting</b>	12:00 pm

**Save the Date March**

<b>1</b>	<b>Ambassador Meeting</b>	8:00 am
<b>10</b>	<b>Government Affairs Meeting</b>	12:00 pm
<b>14</b>	<b>Executive Board of Directors Meeting</b>	3:00 pm
<b>22</b>	<b>Taste of Metro South</b> <i>Massasoit Conference Center, 770 Crescent Street, Brockton</i>	5:30 pm
<b>29</b>	<b>Board Meeting</b>	12:00 pm

**Ambassador Meeting at New Marriott Residence Inn**



The Residence Inn by Marriott in Bridgewater recently hosted the December meeting of the Chamber Ambassador Committee. The next meeting will take place at the Chamber office at 8:00 am on January 4.

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



### Bridgewater Savings Bank Announces Promotions

Bridgewater Savings Bank is proud to announce the promotions of Courtney Tilton to Assistant Vice President and Retail Training Manager and Justin Jeffrey to Branch and Client Relationship Officer. Courtney Tilton will be responsible for the development and implementation of the retail training program. Tilton joined Bridgewater Savings in 2008 as an Assistant Branch Manager and was most recently Assistant Vice President and Branch and Client Relationship Officer at the Lakeville office. Recognized for her exceptional communication and organizational skills, Tilton will be a driving force in the enactment of the Bank's training program. Justin Jeffrey joined Bridgewater Savings in March 2016 as Assistant Branch Manager in Lakeville and was quickly recognized as being a strong team leader and having exceptional customer service skills. Jeffrey previously worked at Citizens Bank as an Assistant Branch Manager and Small Business Specialist. Jeffrey will be responsible for the day to day branch operations and business development.

### Jeannie Bedar Joins Pamela Sande & Associates of Hyannis

Pamela Sande, Managing Principal of Pamela Sande & Associates, is pleased to announce that Jeannie Bedar of East Bridgewater has joined the total HR solutions company serving Cape Cod, Plymouth, the South Shore and Metro South as a Senior Human Resources Consultant. As a senior consultant, Jeannie will consult with clients on all facets of HR, including employee relations, performance management, compliance, strategic planning, and HR best practices. Jeannie has over 20 years of experience in human resources management, including corporate experience as a Vice President of HR and Director of HR in the health care, manufacturing, and legal industries and experience as an HR consultant. She is a results-driven HR business partner with the ability to deliver services that align a company's HR practices to its strategic objectives.

### Hampton Tech Portuguese Computer Classes

Raymond Hampton of Hampton Tech will be hosting a series of computer education courses in Portuguese this month. The classes will take place on Mondays and Wednesdays starting on January 9th. They will take place at HarborOne U on 68 Legion Parkway, Brockton MA 02301 at 6:00 pm. Pre-registration is required as space is limited and he cost is \$25. To register, please call (508) 895-1770.

### Fuller Craft Museum's 2nd Annual Wedding Fair

Fuller Craft Museum is excited to announce its Second Annual Wedding Fair on January 28, 2017 from 12:00 - 4:30 pm. Fuller Craft Museum offers a unique space surrounded by the natural beauty of Porter Pond with access to their nationally renowned contemporary craft galleries. From an intimate ceremony to a reception for 50 - 150 guests, Fuller Craft Museum provides a setting and services unmatched in the area. Brides will be able to tour the space and meet the vendors, watch demos, and be introduced to optional add-on party workshops. They'll receive a swag bag upon arrival. Fuller Craft Museum will be transformed into a one-stop shop for prospective bridal parties to check off their to-do list. If you're interested in participating or if you have goods you'd like to add to the swag bags, email Gwendolyn Gavin, the Rentals Coordinator at ggavin@fuller-craft.org or call (508) 588-6000 x129 for more information and availability.

### Old Colony Elder Services Appoints Kerry Zingaro as Community Programs Assistant

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 appointed Kerry Zingaro as Community Programs Assistant. Mrs. Zingaro is a resident of Braintree, MA. In her new role, Mrs. Zingaro will assist in the daily operation of OCES' Community Programs, which encompass the Development, Nutrition, Healthy Living, Housing and Volunteer departments. She will be responsible for projects, reporting and outreach documentation and reports directly to OCES' Assistant Executive Director, Nicole Long. For eight years previous to OCES, Mrs. Zingaro was the Office Manager and Assistant Property Manager at Devon Wood Condo Association in Braintree. Prior to that, she worked at Zep Manufacturing in Brockton for eleven years, where she served as an Executive Assistant for six of those years.

### Office Skills Readiness Program

The Brockton Community Development Corporation is hosting a series of classes from Tuesday, January 31 through Monday, February 13 on basic office skills. Each session takes place at the Converge Christian Center at 1367 Main Street in Brockton from 6:00 pm to 8:00 pm. Subjects include computer basics, internet research skills, Microsoft Office software, and character skills. For more information, including a full list of classes, please call (508) 580-1400. Email brocktondc@gmail.com to register.

### Family Autism Event at Easton Children's Museum

On Saturday, January 7 from 10:00 am to noon, the Children's Museum in Easton will be open exclusively to families with children aged 10 and under on the Autism Spectrum, and those with Pervasive Developmental Disorder Not Otherwise Specified (PDD-NOS). They and their families have a chance to explore the Museum's hands-on exhibits in a less overwhelming atmosphere. The Museum has three floors of hands-on exhibits which families may explore at their own pace. Children will be able to create in the MakerSpace, care for patients in the Kids Clinic, take a trip to the past in the Dinosaur Den and blast off at the Rocket Ship exhibit. With a limited number of guests, this night is just the right time for your family to experience the Museum. The program is free, but pre-registration is required. To pre-register, call the Museum at (508) 230-3789.

### Brockton Public Library Reading Club

Join the Brockton Public Library's Book Club meeting on Thursday, January 19 at the Main Branch's Large Conference Room at 304 Main Street at 10:00 am. Members will discuss Gary Paulsen's "Soldier's Heart." New members are always welcome.

### Nonprofit Incorporation Seminar at Stonehill

Are you a leader of an existing nonprofit organization or have an interest in creating a new one? Do you have questions and concerns about incorporating and/or filing for tax-exempt status? All nonprofit start-ups are invited to attend this legal seminar for nonprofits, led by experienced tax-exempt organization specialists. At this group session, we will assist your organization in understanding the complicated processes of formalizing a nonprofit in Massachusetts by addressing questions regarding:

- For-Profit or Not-for-Profit?
- What is a Not-for-Profit?
- Incorporating & Structuring the Not-for-Profit
- Option of Fiscal Sponsorship
- State Reporting & Regulation
- Ongoing IRS Reporting & Regulation

This seminar is a joint project of the Lawyers Clearinghouse and Stonehill College. Refreshments will be available. It will take place at the Center for Nonprofit Management at Stonehill College at 16 Belmont Street, South Easton, MA 02357 from 8:30 am - 10:30 am. For more information, contact: Lee G. Farrow, Director of the Center for Non-Profit Management, at lfarrow@stonehill.edu.

### Old Colony Elder Services Offers "Music and More"

Old Colony Elder Services has launched a "Music and More" program to support local Memory Cafés. With a grant from the Executive Office of Elder Affairs (EOEA), OCES developed the "Music and More" program to support Memory Cafés, where individuals with dementia and their caregivers can go for socialization and relaxation in a safe, supportive environment. OCES is currently working with three Memory Cafés, which operate out of the Pembroke Council On Aging (COA), the Middleborough COA and Express Yourself! through Road to Responsibility in Marshfield. The Pembroke, Middleborough and Marshfield Memory Cafés are held once a month and are free and open to the public. For more information about a particular Memory Café, call the location directly: Pembroke COA (781) 294-8220, Middleboro COA (508) 946-2490 or Express Yourself! (781) 536-4983.

### Brockton Library Welcomes New Executive Director

Paul Engle, of Rockland, was selected on Monday to become the new executive director of the Brockton Public Library by a unanimous vote of the institution's board of trustees. A native of Vestal, New York, Engle previously worked as the longtime director of library services for Berklee College of Music in Boston. He earned a master's degree in library science from the University of North Texas, after he graduated with a music degree from Berklee, where he played jazz music and received a bachelor's in music. Engle, who now has two teenage daughters, continues to play electric bass as a studio musician. Engle is optimistic about leading the Brockton Public Library staff. During a recent visit, Engle said he was impressed by the helpfulness of the workers and pages there, as the library was bustling with youngsters and other guests.

### How to Apply for Property Abatements & Exemptions

On Thursday, January 12 from 2:00 pm to 4:00 pm, John P. O'Donnell, Chairman of Board of Assessors, David Farrell, Veterans' Service Officer and J. Patrick Sullivan, Recycle Depot Contract Administrator, will talk about Property Tax Abatements and Exemptions for seniors and veterans. The following topics will be covered as well as the eligibility guidelines: Elderly exemption on refuse fee, Widow (\$175.00), Veterans/tax relief for disabled veterans/surviving spouse benefits, Blind 37A (\$500.00), Elderly 17D(\$175.00), Elderly 41C (\$500.00). Please sign-up at the front desk of the Council On Aging at 10 Father Kenney Way, Brockton, or by calling (508) 580-7811 to attend this presentation.

## Second Annual Multi-Cultural Event this February!



Join the Metro South Chamber on February 23rd as we host the 2nd Annual Metro South Multi-Cultural Business Forum and Business After Hours!

The purpose of the event is to celebrate diversity, engage and inspire business owners, and provide resources to advance woman and minority-owned business opportunities, leading to additional job creation and local investment. The evening will consist of networking

opportunities, a business resource partner expo, and a woman and minority owned business panel.

Last year's event was a success, drawing great interest among the diverse populations of the region, leading to new partnerships and business relationships.

Sponsorships are still available. For more information or to register, contact Athena Lavoie, (508) 586-0500 x 231, [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com).

## 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](http://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](http://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. Register by visiting [www.metroouthchamber.com/calendar](http://www.metroouthchamber.com/calendar) or by contacting Athena Lavoie, [alavoie@metroouthchamber.com](mailto:alavoie@metroouthchamber.com), (508) 586-0500 x 231.

### Metro South 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](mailto:avandam@metrosouthchamber.com).

## Featured Commercial Site for Lease



Available Immediately  
1.2 Acre Site  
Zoned C1  
Traffic Count 30,100 Per Day  
Building Lease-\$12 PSF NNN  
Land Lease-\$8,000 Per Month NNN

For more information, please visit [www.donahueassociates.com](http://www.donahueassociates.com).

High Visibility Location Located at Junctions of Route 123 & 24

6,938 SF Former Restaurant-Retail Building  
Town Water & Sewer

Do you have space available for purchase or lease? Email [avandam@metroouthchamber.com](mailto:avandam@metroouthchamber.com) to be considered for a featured listing in the Action Report.

## Survey Reveals Business Challenges, Priorities

The Metro South Chamber recently conducted a survey in partnership with a team of students from the University of Massachusetts Dartmouth, Charlton College of Business, Center for Marketing Research to gauge the impact of Chamber products and services, better understand the market, and to assess attitudes and opinions on workforce development and regional economic development issues. The survey targeted 110 companies, primarily non-members, the region's largest employers and manufacturers.



Key findings include:

➤ 29% of businesses surveyed report their biggest challenge is finding qualified employees followed by decreased profits and a decrease in customers respectively (18%).

➤ 95% of businesses surveyed cite workplace safety as their most important employee development issue, followed by educated/skilled workers (90%) and English language skills for all workers (90%).

➤ 93% of businesses surveyed cite education as the most important issue for their success, followed by employee skill development (92%) and workers' compensation (89%).

➤ 96% of businesses surveyed report skills of workers to be an important issue to the region, 93% said health care, 91% said k-12 education, 91% said workers' compensation, 89% said fiscal policy/taxation, 88% said unemployment insurance, 88% said economic development, 84% said clean energy, 80% said post-secondary education, 77% said transportation, 76% said employment issues, 57% said housing, 50% said regional brand/tourism marketing and 45% said commuter rail expansion.

➤ 50% of businesses surveyed report diversity and inclusion is very important

➤ 64% of businesses surveyed have been operating in the Metro South region for more than 25 years. Value and location are the key reasons cited for moving to and remaining in the Metro South region.

The Metro South Chamber will be incorporating the results of the survey into future strategic planning. For more information on the survey, contact Alison van Dam, [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com). For more information on the Center for Marketing Research or if you are interested in becoming a client, visit [www.umassd.edu/cmr](http://www.umassd.edu/cmr).

## Survey Shows New Hires Unprepared to Work

MassInc Polling Group recently conducted three focus groups and an online survey of business executives in Massachusetts on the topic of public education and workforce readiness. The survey was commissioned by the Massachusetts Business Alliance for Education with support from Associated Industries of Massachusetts and the Massachusetts Business Roundtable, and was distributed in partnership by the Metro South Chamber of Commerce and similar business associations.



The results of the survey determined that there is a skills gap between the K-12 public education system and the needs of employers. 75% of business leaders reported that they are struggling to fill positions and new hires are often not prepared for the workplace. Despite giving schools relatively strong grades overall, three quarters of employers think that schools need either moderate (48%) or a complete overhaul (24%). 62% of responders reported that there is too much emphasis on preparing students for standardized tests.

Assessments should favor critical thinking over memorized facts and skills that will prepare students for real world situations. Excellent teachers, modern classrooms, effective and efficient funding, school leader flexibility and proper student expectations are all critical components of an excellent education system. The survey also showed that partnerships are seen as key to improving STEM, vocational and technical education.

Nearly three-quarters of employers think that having local companies partner with schools to create job training programs would be very effective, however many found that forming these partnerships can quite difficult. Finally, employers reported that the business community has a stake in addressing the shortcomings in our education system and need to do a better job of communicating the needs and expectations of employers to schools so that schools can prepare students for the rigors of the workforce.

The results of this survey will be used to develop a set of education priorities for the business community to focus on in the months and years ahead. For more information, visit [www.mbae.org](http://www.mbae.org).



## 25<sup>th</sup> Annual TASTE OF METRO SOUTH

Wednesday, March 22, 2017, 5:30 pm - 8:00 pm  
Massasoit Conference Center, 770 Crescent Street, Brockton

**TICKETS AVAILABLE AT [WWW.METROSOUTHCHAMBER.COM](http://WWW.METROSOUTHCHAMBER.COM)**

Ticket Price: \$35. Tickets must be purchased in advance.  
Call Athena, 508.586.0500 x 231 for tickets and more information.

Like us at [www.facebook.com/metrosouthchambercommerce](http://www.facebook.com/metrosouthchambercommerce) to stay up to date on participating restaurants, organizations, and entertainment.



### Calling All Restaurants! Taste of Metro South

We invite your restaurant to participate in the widely popular and anticipated "A Taste of Metro South."

Celebrate living and working in the region with a night of food and entertainment. You provide your specialty in sample sizes for 500 people, and we provide the opportunity to market your business to the ideal target audience.

Participating restaurants will be listed on our website with a logo and link, receive promotion in "The Action Report" newsletter, receive mentions on Facebook and social media, will have their logo and contact information placed in the program and event presentation, and receive the opportunity for television promotion.

Sponsorships are also available. For more information, please contact Athena Lavoie at (508) 586-0500 x 231 or email [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com). Download the vendor application and see photos from last year at [metrosouthtaste.com](http://metrosouthtaste.com).

**DO YOU KNOW OF A NEW RESTAURANT IN TOWN, OR IS THERE A RESTAURANT YOU'D LIKE TO SEE PARTICIPATE?**

Let us know! Call Athena at 508-586-0500, x231.

**Take Part in the Region's Most Anticipated Annual Food Event!**

750 + Potential Customers in Attendance



March 22, 2017 - 5:30 pm - 8:00 pm

Over 50 diverse delicious area restaurants expected.  
Also featuring live entertainment and giveaways.  
Celebrate living and working in the Metro South region!

## 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

### MassPass Book Sponsor (\$1,500):

- Fully designed bookmark inserted inside Boston MassPass Book give away for attendees
- Logo in event PowerPoint presentation and on Taste website
- Logo on event program cover
- Logo in Action Report newsletter (2)
- 8 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](mailto:alavoie@metrosouthchamber.com).

## Chambers Convene at Bridgewater State University



More than 100 businesses and community leaders recently met at Bridgewater State University to nurture relationships and celebrate the holiday season. The very talented Bridgewater State choral group enchanted visitors with seasonal tunes. Participating chambers included Metro South Chamber, Plymouth Area Chamber, Cape Cod Canal Regional Chamber, New Bedford Area Chamber, United Regional Chamber, Cranberry County Chamber, and Tri-Town Chamber.

## Focus on Small Business Financing and Loans



Over 80 lenders and leaders met in downtown Brockton to learn more about SEED Corporation and the assistance and programs offered to small businesses in Brockton. His breakfast sought to bridge the gap between Brockton lenders and their customers, particularly small businesses who require financing and loans.

Maria Good-Smith, SEED Corp. Executive Director, and Christopher Cooney, Chamber CEO and President presented at this important meeting of Brockton lenders and leaders.



## Spirited Small Business Saturday a Success

Mrs. Claus (Glenna Angelo) and her grand elves captured the holiday spirit as they shopped small in Brockton, Massachusetts on Saturday, November 26. After enjoying a wonderful holiday parade featuring a theme of Broadway Shows, the busy bunch explored local shops in downtown Brockton.



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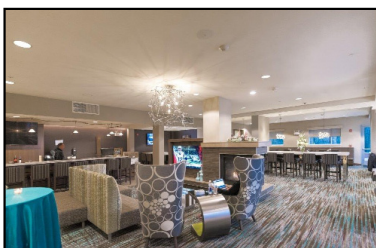
visit our website at [www.holmesmcduffy.com](http://www.holmesmcduffy.com)

NW-CN13511640

## Residence Inn By Marriott Opens in Bridgewater



The new Residence Inn by Marriott's exterior facing scenic Lake Nippenicket in Bridgewater.



Interior of the brand new lobby.



Joanne Schneider, Eastern Bank, Rosie Torres, Residence Inn, Lisa Bettencourt, Residence Inn, and Christopher Cooney, Chamber President and CEO.



Patrick Carney, Jr, Senator Marc Pacheco, Patrick Carney Sr., Valerie Glynn, Cranberry County Chamber Executive, and Christopher Cooney, Metro South Chamber President and CEO cut the ribbon.

## U.S. Chamber Discusses Priorities

U.S. Chamber of Commerce representative Steve McAllister recently visited the Chamber during a Government Affairs meeting to discuss the U.S. Chamber priorities in the new year, under the new administration. The Metro South Chamber also discussed legislative priorities including the environment, infrastructure, healthcare, and the workforce.

Pictured to the right are Sue Joss, Brockton Neighborhood Health Center; Ray Ledoux, Brockton Area Transit; Stephen McAllister, Senior Manager, Eastern Region, Congressional and Public Affairs, U.S. Chamber of Commerce; Pat Ciaramella, Old Colony Planning Council; and Christopher Cooney, Chamber President and CEO.



## Bridgewater Celebrates Christmas on the Common



Bridgewater State University student actors and actresses shake hands and promote the upcoming production of Mary Poppins to the thousands of visitors during the event. The production of Mary Poppins will take place January 6-15 in the Rondileau Campus Center at Bridgewater State University. For showtimes and tickets, please visit [bsutix.universitytickets.com](http://bsutix.universitytickets.com).



Santa and his helpers were on hand along with many crafters and entertainers at the annual Bridgewater Christmas on the Common.



Representatives from Rite Aid participated in this year's Bridgewater Holiday Festival where they promoted their wellness programs.

## U.S. Chamber Chief Economist Visits Concord Foods



Christopher Cooney, CEO of Metro South Chamber



Steve Molind, Concord Foods



Michael Gilles, Cambridge Savings Bank



J.D. Foster, U.S. Chamber Chief Economist



J.D. Foster, U.S. Chamber Chief Economist, and Sue Joss, Brockton Neighborhood Health Center



Jim Murphy, TRACEY Environmental, Mahsa Khanbabai, Immigration Attorney, Sue Joss, Brockton Neighborhood Health Center, Ray Ledoux, Brockton Area Transit Authority, J.D. Foster, US Chamber Economist, Pat Ciaramella, Old Colony Planning Council, and Chris Cooney, Chamber President & CEO.

## Asia One Sushi Opens to Rave Reviews



Asia One staff and Chamber members participate in the ribbon cutting at their new location on 708 Belmont Street in Brockton.



Chamber members network while sampling a wide assortment of Asia One's delicious culinary offerings.

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## Chamber Staff - Serving Business Every Day



Back row: Kelsey Lynch, Athena Lavoie, Doris Flechia, Klete Squires  
Front row: Alison van Dam, Christopher Cooney

MAIN PHONE LINE: (508) 586-0500

### Christopher Cooney, President & CEO

(ext. 223) [chris@metrosouthchamber.com](mailto:chris@metrosouthchamber.com)

Chris provides effective leadership for the organization and its members in carrying out the Chamber's mission, directing internal operations and developing external relationships beneficial to business and community advancement.

### Doris Flechia, Office Assistant

(ext. 221) [doris@metrosouthchamber.com](mailto:doris@metrosouthchamber.com)

Doris helps in all aspects of running the office and assists the office staff in meeting their goals. She also organizes the Ambassador Team meetings.

### Athena Lavoie, Director of Programs & Events

(ext. 231) [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com)

Athena is responsible for all Chamber programs and events. This includes the monthly Good Morning Metro South breakfasts, Business After Hours, and Government Affairs meetings as well as The Small Business & Entrepreneur of the Year Awards and Expo, the Taste of Metro South, The ATHENA Awards, and the Chamber's Annual Meeting and Business Expo.

### Kelsey Lynch, Communications Coordinator

(ext. 222) [kelsey@metrosouthchamber.com](mailto:kelsey@metrosouthchamber.com)

Kelsey designs and produces the Chamber's Book for Business, monthly Action Report newsletter, weekly e-Update, and social media pages. In addition, she creates event marketing pieces and press releases.

### Klete Squires, Membership Director

(ext. 229) [ksquires@metrosouthchamber.com](mailto:ksquires@metrosouthchamber.com)

Klete is responsible for member recruitment and development. His roles include site visits with current and prospective members, as well as promotion of existing benefits and programs. He also works to identify and develop new and effective means to engage and reward Chamber Ambassadors.

### Luis Ramos, Graduate Intern

[intern@metrosouthchamber.com](mailto:intern@metrosouthchamber.com)

Luis is responsible for producing the monthly 10 Fun Activities Around the Corner and helps the staff with many other special projects.

### Marissa Recor, Controller

(ext. 230) [finance@metrosouthchamber.com](mailto:finance@metrosouthchamber.com)

Marissa is responsible for all of the Chamber's financial reporting. She works cooperatively with the management team to produce forecasts, projections, and budgets.

### Alison van Dam, Vice President of Business Development/ Operations

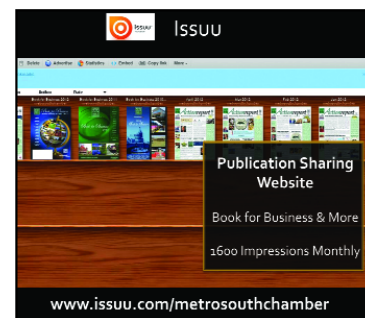
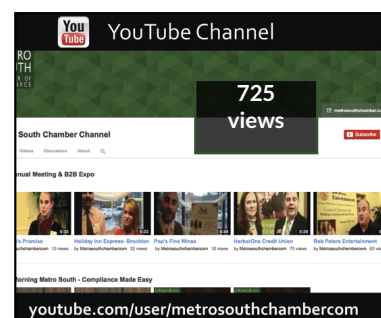
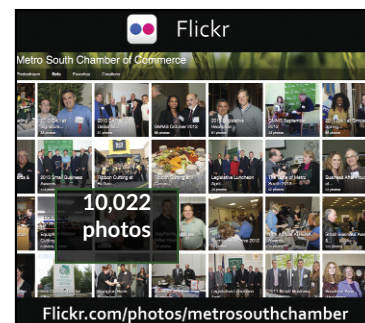
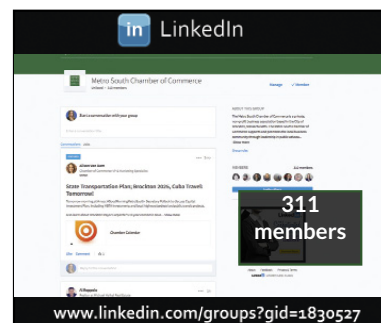
(ext. 225) [avandam@metrosouthchamber.com](mailto:avandam@metrosouthchamber.com)

Alison provides research and assistance on business development programs and special chamber/community projects, seeks grant opportunities, and oversees all communications and Chamber/regional branding and design. In addition, she is responsible for the creation of the Chamber website.

For more information on the Metro South Chamber of Commerce including membership, events, and more, please visit [www.metroouthchamber.com](http://www.metroouthchamber.com).

## Connect Your Business Online; Social Media

Find us on social media to stay up to date on current news and events!



## Where Do You Turn for Your Advertising?

Advertising with the Chamber 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.

### Promote your Business with Web Advertising

Advertising on the Chamber's website is an easy and cost-effective way to promote your business. The Metro South Chamber website contains information for members as well as tourists and those considering relocating to the region. The website receives over 60,000 views annually. Rates start at just \$75 per month.

### Reach Members on the E-update

The E-update is an email blast sent to over 3,000 people weekly through Constant Contact. This newsletter keeps subscribers informed about upcoming Chamber events, legislative actions, helpful services, and resources. In addition, it offers active links to other websites for more information and links to register for events. Advertising rates start at just \$25 per week. For more information, contact Kelsey Lynch, (508) 586-0500 x222, [kelsey@metrosouthchamber.com](mailto:kelsey@metrosouthchamber.com).

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

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



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# 2017 Holiday Calendar

		Manufacturing	Retail Stores/Supermarket	Liquor Stores	Taverns/Bars	Banks	Stock Markets	State/County Municipal Offices	Schools	Libraries	Mail Delivery
<b>New Year's Day</b> Sunday, January 1	\$	■	■	■	■	●	●	●	●	●	No
<b>Dr. Martin Luther King Day</b> Monday, January 16		■	■	■	■	□	■	●	●	●	No
<b>President's Day</b> Monday, February 20		■	■	■	■	□	■	●	●	●	No
<b>Patriot's Day</b> Monday, April 17		■	■	■	■	□	■	●	●	●	Yes
<b>Memorial Day</b> Monday, May 29	\$	○	■	●	■	●	●	●	●	●	No
<b>Independence Day</b> Tuesday, July 4	\$	○	■	■	■	●	●	●	●	●	No
<b>Labor Day</b> Monday, September 4	\$	○	■	■	■	●	●	●	●	●	No
<b>Columbus Day</b> Monday, October 9	\$	◆	◆	■	■	●	■	●	●	●	No
<b>Veteran's Day</b> Saturday, November 11	\$	×	×	●	■	●	■	●	●	●	No
<b>Thanksgiving Day</b> Thursday, November 23		●	●	●	■	●	●	●	●	●	No
<b>Christmas Day</b> Sunday, December 25		●	●	●	■	●	●	●	●	●	No

- Open
- Closed
- Manufactures and other non-retailers may not open without local police permit
- Opens at the discretion of the individual bank. Most banks are expected to be closed on Martin Luther King Day.
- ◆ Blue Laws apply before noon. Local police permit is required to operate before noon.
- ×
- \$ Retail stores must pay time and one half.

## Summary of State Laws Relative to Legal Holidays Blue Law

- apply until midnight
- on Columbus Day apply until noon
- on Veteran's Day apply until 1 pm

## Work permits for "Blue Law" holidays

- can be obtained at the discretion of local authorities
- should be requested 60 days in advance
- shall not cover more than one day Overtime
- In general, retailers\*\* (with 8 or more employees) are required to pay a minimum of time and one-half to non-professional employees working on all Sundays. All retailers, regardless of size, are required to pay a minimum of time and one-half on New Year's Day, Memorial Day, Labor Day, Columbus Day, Independence Day, Veteran's Day and on January 2 in years on which January 1 fall on a Sunday.

## Other Holiday Facts

- When January 1 falls on a Sunday, retailers may open for regular hours the following day.
- The provisions of the law relating to overtime, to the stipulation that a person cannot be required to work and to permits concerning the opening of retail stores on restricted holidays, are enforced by the department of Fair Labor & Business Practices.

## For further information

- The information contained in this calendar is based on current state statutes and regulations. For further information, contact the agencies listed below.
- For questions regarding permit regulations, contact the Executive Office of the Attorney General, Division of Fair Labor and Business Practices at 617-727-2200.
- For all other questions, please contact the Citizen's Information Service at 617-727-7030 or 1-800-392-6090

When a legal holiday falls on a Sunday, it is observed on the following day.

When a legal holiday falls on a Saturday, it is observed on that day.

\* Chapter 136, Section 6 of the Massachusetts General Law provides a list of 55 clauses which detail different activities that are not prohibited on Sundays or holidays. These are known as exceptions to the Blue Laws.

\*\* As defined in Chapter 136, Section 6, Clauses 25, 27, and 50 and in Chapter 138.

## Local MLK Celebrations Planned



Dr. Martin Luther King, Jr.

### Article from the [www.thekingcenter.org](http://www.thekingcenter.org)

The Martin Luther King, Jr. Holiday celebrates the life and legacy of a man who brought hope and healing to America. We commemorate as well the timeless values he taught us through his example -- the values of courage, truth, justice, compassion, dignity, humility and service that so radiantly defined Dr. King's character and empowered his

leadership. On this holiday, we commemorate the universal, unconditional love, forgiveness and nonviolence that empowered his revolutionary spirit.

On this day we commemorate Dr. King's great dream of a vibrant, multiracial nation united in justice, peace and reconciliation; a nation that has a place at the table for children of every race and room at the inn for every needy child. We are called on this holiday, not merely to honor, but to celebrate the values of equality, tolerance and interracial sister and brotherhood he so compellingly expressed in his great dream for America.

We call you to commemorate this Holiday by making your personal commitment to serve humanity with the vibrant spirit of unconditional love that was his greatest strength, and which empowered all of the great victories of his leadership. And with our hearts open to this spirit of unconditional love, we can indeed achieve the Beloved Community of Martin Luther King, Jr.'s dream.

### Area MLK Day Events: Monday, January 16, 2017

The Metro South Region wants to honor the legacy of one of history's most influential peacemakers. Upcoming events include an annual Martin Luther King, Jr. breakfast, activities for children, and more! Contact the following organizations for further information on these and additional Martin Luther King Jr. Day celebrations that will continue into the month of February:

- **Bridgewater State University** at 508.531.2446
- **Brockton Area NAACP** at 508.587.0502
- **The Children's Museum in Easton** at 508.230.3789
- **Massasoit Community College** at 508.588.9100 x 1309

### Brockton NAACP Hosts Tribute Breakfast

On Saturday, January 14, the Brockton Chapter of the NAACP will host the 31st Annual Reverent Dr. Martin Luther King Jr. Breakfast Celebration. The event will take place at the Conference Center at Massasoit on 770 Crescent Street in Brockton, MA, 02301 from 9:00 am to noon. The NAACP welcomes keynote speaker Ayanna Pressley, Boston City Councillor-at-Large and first woman of color elected to the Council.

Tickets are \$40 for adults and \$15 for children and can be purchased online at [naacp-brocktonbranch.org/paypal\\_link](http://naacp-brocktonbranch.org/paypal_link). For more information please call the NAACP at (508) 587-0502.

### Martin Luther King, Jr. Tribute at Easton Children's Museum

Dreams come true at the Children's Museum in Easton! Join us on Martin Luther King Jr. Day (Monday, January 16, 2017) from 10:00 am to 3:00 pm for hands-on activities commemorating the life and legacy of MLK. Children are invited to celebrate diversity and work together on a community art piece that will be a reminder of his dreams.

The museum will be open from 9am to 4pm, however the special learning activities will be held from 10am to 3pm. Teach children about the impact Dr. Martin Luther King Jr. had on the world, while encouraging them to participate in a community art project. This event is sponsored by HarborOne Bank.

The Children's Museum in Easton is located in the Old Fire Station at 9 Sullivan Avenue in North Easton, MA. For more information about events and activities, please feel free to call (508) 230-3789, or check out their website: [www.childrensmuseumineaston.org](http://www.childrensmuseumineaston.org).

## RENEWINGMembers Thank You !

ABC Disposal Services Inc.	HR Alternatives
ABC Specialties	Joe Angelo's Cafe & Deli
Affordable Closet Systems	Law Office of Joseph M. Fidler
American Student Assistance -Brockton	Law Office of Mark D. Petti
Educational Talent Search	Lynch's Towing Service & Auto Sales
Anania Plumbing & Heating, Inc.	Mia Regazza Ltd
Brockton Neighborhood Health Center	NorthEast Electrical Distributors
City of Brockton	Old Colony Hospice
Collins Crane & Rigging Service, Inc.	Pine Craft Signs
Courtyard by Marriott Boston	Prophett- Chapman Cole & Gleason
Stoughton	Funeral Homes & Cremation Services
Crown Uniform & Linen Service	Schuerch Corporation
Extreme Limo & Shuttle Service	Spark Street Auto Body
George Washington Toma	Texas Roadhouse
Global View Capital Advisors	Trans Courier Systems, Inc.

## 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](mailto: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** is hosting their 2017 Annual Meeting on January 9th at 11:30 am at 1165 Park Street, Stoughton. The event will feature guest speaker Maria Stephanos, news anchor of WCVB Channel 5. For registration and additional information, please visit [stoughtonma.com](http://stoughtonma.com)



The **Norwell Chamber of Commerce** is hosting their annual State of the Town Breakfast on January 26 from 7:30 am - 9:00 am at the United Church of Christ in Norwell on 460 Main Street in Norwell. Register online at [norwellchamberofcommerce.com/events](http://norwellchamberofcommerce.com/events).

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).

The **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.org](http://www.randolphchamberofcommerce.org) for more information.



**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](http://www.prolinknetworking.com) or contact Craig Pina at (508) 279-4194 or email [craigpina@gmail.com](mailto: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](http://www.sswbn.com) to learn more.



## MEMBERProfile



Karen Emery



**Local Moneysavers**  
(508) 297-0063  
[www.localmoneysavers.com](http://www.localmoneysavers.com)

**Year Established:** 2001

**Products or Services:**  
We are your local direct mail advertiser

**Number of Employees:** 3

**What is unique or special about your firm and the services you offer?**  
We offer personal and friendly one-on-one attention to each of our customers.

**What is your market area?**  
Our market area includes Easton, Mansfield, Foxboro, and Norton.

**What is your main business objective concerning your customers and the business community?**  
We seek to support small businesses in our local communities.

## Business After Hours at Randolph Savings Bank



Klete Squires, Metro South Chamber, and a representative for Randolph Savings Bank.



Craig Pina, Global View Capital Advisors, Alison Van Dam, Metro South Chamber, and Derek O'Connor, Eastern Bank.



Chamber members mingle over hors d'oeuvres provided by Peppercorns Restaurant



James P. McDonough, president and CEO of Randolph Savings Bank



James P. McDonough, president and CEO of Randolph Savings Bank, Alison Van Dam, Metro South Chamber, and Ana Andrade, Eastern Bank



James P. McDonough, president and CEO of Randolph Savings Bank, Gail Camara-Marks, Block Advisors, Alison Van Dam, Metro South Chamber, and Jim Murphy, TRACEY Environmental



James P. McDonough, president and CEO of Randolph Savings Bank, Cesar Cabral, Arisan Web, Alison Van Dam, Metro South Chamber, Michaela June, Randolph Savings Bank



Jonah Wein, Crescent Credit Union, and James P. McDonough, president and CEO of Randolph Savings Bank

# BOARDProfile - Nelson Fernandes

**JJ's Caffè**  
610 North Main Street  
Brockton, MA 02301  
(508) 510-4227  
www.jjscaffee.com

**Year Established:** 2013

**Number of Employees:** 7

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

JJ's Caffè is a casual upscale dining establishment featuring gourmet breakfast and lunch led by Executive Chef JJ Fernandes and his son, General Manager Nelson Fernandes. We focus on creating memorable experiences for our guests through quality dishes and exceptional service.

**What is your market area?**

Our general market is the South Shore, however we have a large percentage of customers from the Greater Boston Area.

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

MSCC 2014 Entrepreneur of the Year, South Shore 40 Under 40 (Nelson Fernandes), a feature on Phantom Gourmet (CBS Boston), a feature on City Line (WCVB-5), and a feature on What's Cooking? (WHDH-7), one of the highest Yelp-rated restaurants in New England (5 Stars), and a feature in Yankee Magazine.

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

Our main goal is to provide memorable experiences to our customers. For the business community, we'd like to support and offer guidance to all



Nelson Fernandes, General Manager of JJ's Caffè

restaurants in the area as well as help grow the restaurant community in the Greater Brockton Area.

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

I have been a Board Member for one month.

**What is your Chamber Involvement?**

I am a Board Member. I would also like to help create a workforce development program to better prepare the local labor workforce for high-skilled jobs.

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

President, Nvidius Development - real estate development and investment (current); Creative Director, Nino Music - artist development and marketing firm (current); Sales Manager, Liberty Hotel; Sales Manager W Boston Hotel; Catering Sales Manager, Westin Waltham.

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

I have a fiancée named Bory Sok. My interests include: Taekwondo, in which I hold a Black Belt, CrossFit, hiking, reading, and photography.

**What is your educational background?**

I attended the School of Visual Arts, New York City. I received my high school diploma from Brockton High where I served as Senior Class President.

**How long have you been at your present job?**

I have worked at JJ's Caffè for three years.

## Business After Hours at North Easton Grammar School

You are cordially invited to join the Metro South Chamber of Commerce and Douglas A. King Builders, Inc. for a Business After Hours networking event on Wednesday, January 11 from 5:00 pm - 7:00 pm at North Easton Grammar School, 115 Main Street, North Easton. This event will celebrate the 100th anniversary of the North Easton Grammar School building in N. Easton, and the 50th anniversary of Douglas A. King Builders, Inc.

At 6:00 pm, we will host a ribbon cutting for the new office of Khanbabai Immigration Law. Attendance is complimentary; appetizers and cocktails will be served. Please pre-register for this event. For questions or registration assistance, please contact Athena Lavoie, (508) 586-0500 x231, alavoie@metrosouthchamber.com or register online at [www.metroouthchamber.com/calendar-registration](http://www.metroouthchamber.com/calendar-registration).



# BOARDProfile - Fred Clark

**Bridgewater State University**  
131 Summer Street  
Bridgewater, MA 02324  
(508) 531-1000  
www.bridgew.edu

**Year Established:** 1840

**Number of Employees:** 1500

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

Bridgewater State University's central focus is on providing an affordable, accessible, and quality education to its students.

**What is your market area?**

We serve the residents of south-eastern Massachusetts and the Commonwealth.

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

Bridgewater State University has received a long series of accreditations including the New England Association of Schools and Colleges, the Aviation Accreditation Board International, the Interstate Agreement for Educator Licensure, and many more.

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

We strive to offer a quality education that is affordable and will meet the demands of the region's workforce and employers.

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

I have been a board member since November 2015.

**What is your Chamber Involvement?**

I am the Chamber's Chair Elect.



Fred Clark, President of Bridgewater State University

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

Aside from my current Presidency, I was the Executive Vice President and Vice President for External Affairs at Bridgewater, the Executive Director of Massachusetts Council of Presidents, the District Director, Legal Counsel and the Washington Liaison Officer for Congressman

John Joseph Moakley.

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

As a resident of South Easton I have been involved in the community as a former member of the Easton Conservation Commission, Board of Appeals, and as a longstanding youth baseball and softball coach. I am married to my wife, Carrie (a high school guidance counselor, Bridgewater graduate and past president of the Bridgewater Alumni Association), and have three children, Justin (Bridgewater graduate), Derek and Reilly.

**What is your educational background?**

I received a Bachelor of Arts in Political Science from Bridgewater State College and a Juris Doctor from Suffolk University Law School.

**How long have you been at your present job?**

I have been Bridgewater State University's 12th President for 1.5 years. Prior to that I served on the Bridgewater State University Board of Trustees and as vice chairmen of the Foundation before joining the University staff as Executive Vice President and Vice President for External Affairs beginning in 2011.

## Travel to Peru With the Chamber in 2017!

Early Bird: \$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 land-

scape. 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.

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

## Buy Local From These New Chamber of Commerce Members

### Master Your Card

## MASTER YOUR CARD

Electrifying Business Growth

A community empowerment program brought to you by MasterCard®

1100 Vermont Avenue, Washington D.C. • (202) 280-6729  
www.masteryourcardusa.org

Master Your Card is a small business education and outreach program sponsored by Mastercard. We provide educational resources for small business owners and individuals - focusing on how to get the most out of electronic payment products and technology. Our goal is to educate, inform and inspire small businesses. Visit [www.masteryourcardusa.org](http://www.masteryourcardusa.org) for resources and more information.

### Residence Inn Boston-Bridgewater



2020 Pleasant Street, Bridgewater • (508) 697-1412  
www.marriott.com/hotels/travel/ewbbw-residence-inn-boston-bridgewater/

Experience the comforts of home in our brand new, all-suite hotel offering complimentary hot breakfast daily, complimentary wi-fi, indoor pool and 24-hour fitness center. Unwind in our chic bar and lounge, The Nip, a perfect spot for relaxing by the fireplace and connecting with colleagues and friends

### Join the Chamber!

## YOUR BUSINESS PROFILE HERE...

...When You Join the Chamber.  
Call Klete at (508) 586-0500 x 229,  
or email: [ksquires@metrosouthchamber.com](mailto:ksquires@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 discounts, and more. Call to learn more today!

### Happy New Year!



Get Involved With The Chamber of Commerce In The New Year!

Happy New Year from the Metro South Chamber of Commerce! Make a New Year's resolution to get involved this year! Introduce your business to the community by hosting or sponsoring a Business After Hours or Good Morning Metro South program, sponsor other annual events, advertise with us online or in print, and more. For more information, visit [www.metroouthchamber.com](http://www.metroouthchamber.com) or call 508.586.0500.

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

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

*More than just a place to live*

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)

## WELCOME New Members

### Making an Investment in Our Community

#### Anawan Street Productions

Mr. Duane Denny  
33 Dover Street  
Brockton, MA 02301  
(508) 840-5225  
[www.AnawanStreetProductions.com](http://www.AnawanStreetProductions.com)  
**Web & Video**

#### Celebrate Greater Plymouth

Mr. Gary Wass  
PO Box 807  
Plymouth, MA 02362  
(508) 209-1604  
[www.CelebrateGreaterPlymouth.org](http://www.CelebrateGreaterPlymouth.org)  
**Travel & Tourism Marketing**

#### Boston Data Group

Mr. Kirk La Porte  
470 Washington Street, Suite 20  
Norwood, MA 02062  
(508) 207-8356  
[www.BostonDataGroup.com](http://www.BostonDataGroup.com)  
**Web & Video**

#### Mad Science of South Boston

Mr. Ashwani Rathor  
808 West Street  
Stoughton, MA 02072  
(617) 792-1468  
[www.SouthBoston.MadScience.com](http://www.SouthBoston.MadScience.com)  
**After School Program & Special Events**

To Join the Chamber, Contact Klete Squires  
(508) 586-0500 x 229, [ksquires@metrosouthchamber.com](mailto:ksquires@metrosouthchamber.com)

## BUSINESS EVENTS Planner

### January 5 Ribbon Cutting

12:00 pm - 1:30 pm

**Jackson Hewitt Tax Service**

1280 Belmont Street, Brockton

Join us in welcoming Jackson Hewitt Tax Services to Brockton with this ribbon cutting. This event will also feature networking.

**Cost: Free to Attend**

For more information please visit  
[metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar)

### January 11

#### Business After Hours

5:00 pm - 7:00 pm

**Easton Business Center at the Former North Easton Grammar School**

115 Main Street, North Easton

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](http://metrosouthchamber.com/calendar)

### January 12

#### Block Advisors Ribbon Cutting

3:00 pm - 7:00 pm

**Block Advisors**

200 Westgate Drive, Brockton

Join us as we celebrate the re-opening of H&R Block as Block Advisors with a ribbon cutting.

**Cost: Free to Attend**

For more information please visit  
[metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar)

### IT'S EASY TO REGISTER!

508-586-0500 x 231 ☎

508-587-1340 📠

E-mail: [alavoie@metrosouthchamber.com](mailto:alavoie@metrosouthchamber.com) ✉

Online: [www.metroouthchamber.com](http://www.metroouthchamber.com)

Send reservation and payment to:

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



### January 18

#### Good Morning Metro South

7:30 am - 9:00 am

**The Martin Institute at Stonehill**

320 Washington Street, Easton

Join the Metro South Chamber of Commerce for a networking opportunity and a delicious meal. Sponsored by Stonehill College.

**Cost: \$25 members, \$35 future members**

Register online: [metrosouthchamber.com/calendar](http://metrosouthchamber.com/calendar)

### January 26

#### SEED Entrepreneurial Workshops

9:00 am - 4:00 pm

**Metro South Chamber of Commerce**

60 School Street, Brockton

Join the Chamber for two free business workshops courtesy of SEED Corporation.

**Cost: Free to Attend**

Register by calling (508) 822-1020 x. 318]

### February 9

#### Business After Hours and Young Professionals Event

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](http://metrosouthchamber.com/calendar)

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