



November 2015

Action report

Leading Businesses
Leading Communities

102nd Annual Meeting to Feature Spanx CEO; EXPO

Susan Joss Re-Elected Chamber Chair



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.



November 18, 2015
Conference Center at Massasoit
770 Crescent Street, Brockton

Schedule:

Business-to-Business EXPO: 10:30am-12:00pm
Annual Meeting Luncheon: 12:00pm-1:45pm
Business-to-Business EXPO: 1:45pm-3:00pm

Keynote Speaker:

Jan Singer - CEO of Spanx, Inc.; Brockton native & BHS graduate

Prior to Nike, Jan served as the VP/General Manager of Women's at Reebok and held executive roles in the luxury goods sector at Prada beauty, Calvin Klein Cosmetics and CHANEL. Jan also served as the Beauty and Fitness Editorial Director for YM Magazine and was a freelance beauty and fitness writer for various publications including Elle, Self and Seventeen.

Jan grew up in Brockton, Massachusetts, attended Brockton High School, and is a graduate of Ithaca College. She and her husband David live in Atlanta, GA and have twins, Sophie and Maxwell.



The Chamber is pleased to announce that Susan Joss, Exec. Director of Brockton Neighborhood Health Center was re-elected Chair of the Metro South Chamber.

Sue Joss was elected as Chair in November 2014 and has served as the Executive Director of the Brockton Neighborhood Health Center, a non-profit, multicultural, community health center, since January of 1994. She also serves as the Vice-Chair of the Massachusetts League of Community Health Centers and on the Board of Brockton 21st Century Corporation.

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Chamber Holds Board Retreat to Set Priorities

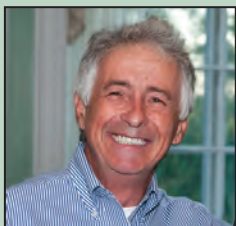
Chamber Board members and staff recently met for a full day of planning to set priorities for 2016 and 2017. The Board retreat was held at Merkert-Tracy Hall on the campus of Stonehill College. It was facilitated by Ian Scott, Vice President of Communications and Network, Association of Chamber of Commerce Executives (ACCE).

Chamber Chair Sue Joss, led the discussion about the importance of the Chamber to the future of the region, and facilitator Ian Scott shared his insight to the ways chambers of commerce

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Banner Environmental Ribbon Cutting, page 6



David Willis, page 7



Karen Exama, page 10



Gov. Baker to Address Chamber, page 11



The 102nd Annual Meeting and Business-to-Business Expo will be held on Wednesday, November 18 at the Conference Center at Massasoit, 770 Crescent Street, Brockton from 10:30 am - 3:00 pm. Join 500 fellow business people and community leaders in celebrating the start of our 102nd year as well as businesses working together for the future of the Metro South Region.



The keynote speaker is **Jan Singer**, CEO of Spanx, Inc. and Brockton native, who was recently featured in the *NY Times*.

Founded in 2000, Spanx Inc. revolutionized the shapewear industry with the invention of footless pantyhose. Today, the company, headquartered in Atlanta, GA, houses a complete product offering of Hosiery, Intimate Apparel, Active Life, Swim & Men's and is sold in 50 countries.

Jan Singer joined Spanx from Nike, Inc., where she held various senior leadership roles over ten years including Corporate V.P. of Global Apparel and Corporate V.P. of Global Footwear. While at Nike, Jan managed multi-billion dollar product engines that created industry-defining innovations across all categories.

Also at the luncheon, **Economic Impact Awards** will be presented to businesses who have made a significant investment in the Metro South region over the past year. (See recipients on page 2).

Board service awards will also be presented, as well as the Charles A. Fuller Award, to an individual whose leadership performance, personal example, and good influence has done the most to advance the welfare of the Metro South Chamber and the community.

Be sure to schedule time before or after the Luncheon to attend the Business-to-Business Expo and learn about the products and services of over 50 businesses and organizations. **The EXPO is free to walk the floor.** Table-tops are still available but space is limited. Table-tops will be reserved on a first-come, first-serve basis. The cost to exhibit is \$499 for members and \$599 for future-members.

Lunch tickets are \$100 for members, \$135 for future-members. **This event will sell out, pre-registration is required.** To reserve your tickets or Expo space, please contact Athena Lavoie at alavoie@metrosouthchamber.com, 508.586.0500 x231, or visit metrosouthchamber.com/calendar.

See more on page 2



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Make your

VOTE

count!

Election Day is
November 3, 2015

www.wheredoivotema.com

Wednesday, November 18, 2015
Conference Center at Massasoit
770 Crescent Street, Brockton



10:30 am - 3:00 pm

Luncheon: 12:00 pm - 1:45 pm

Expo: 10:30 am - 12:00 pm & 1:45 pm - 3:00 pm

Business to Business Expo Exhibitors

FREE TO WALK THE EXPO FLOOR

November 18, 2015, 10:30 am - 12:00 pm & 1:45 pm - 3:00 pm
Conference Center @ Massasoit, Brockton

ABC Disposal Services Inc.
B.C. Tent & Awning
Bank of America Merrill Lynch
Beacon Financial Planning, Inc.
Bridgewater Savings Bank
Brockton Area Arc, Inc.
Brockton Public Schools
Buffalo Wild Wings
Burgess Pest Management
Cambridge Savings Bank
Capital Lease Group, LTD.
CareerWorks
Citizens Bank
Crescent Credit Union
Curry College
Cushman Insurance Group
Eastern Bank
Family & Community Resources, Inc.
Fisher College
Fun Enterprises, Inc.
Good Samaritan Medical Center
HarborOne Bank
Healing Hearts Holistically

Hub Technical Services
Mansfield Bank
Massasoit Community College
Mechanics Cooperative Bank
Metro South Chamber of Commerce
Minuteman Health, Inc.
Murphy, Hesse, Toomey & Lehane, LLP
Mutual Bank
Nissan 24
Old Colony Elder Services, Inc.
Old Colony YMCA
Rich Morgan Photography
Rob Peters Entertainment
Santander
Sign Design, Inc.
Signature Healthcare
Source4
St. Joseph Manor Health Care, Inc.
Stephco Cleaning & Restoration
The Enterprise
Tufts Health Plan - Network Health

Keynote Speaker



Keynote Speaker Jan Singer is a Brockton native and the CEO of Spanx, Inc. Founded in 2000, Spanx revolutionized the shapewear industry with the invention of footless pantyhose, and today houses a complete product offering of Hosiery, Intimate Apparel, Active Life, Swim and Men's Wear, and is sold in 50 countries. Jan Singer has held various senior leadership roles at Nike, Inc., Reebok, Prada Beauty, Calvin Klein Cosmetics, and CHANEL. Hear how she got her start in her hometown of Brockton. *Bring your whole staff as a team building experience!*

Economic Impact Award Recipients

- Bell Stoughton Apartments - Stoughton
- Brockton Neighborhood Health Center - Brockton
- Delta Service, Inc. - Easton
- Douglas A. King Builders (Edgewater Apartments) - Easton
- Evans Machine Co. - Brockton
- Kenworth Northeast - Brockton
- KOSO America - West Bridgewater
- Phoenix Electrical Corp. - Canton
- Sulmonte & Frenier, LLP - Brockton
- Trinity Financial - Brockton
- Vicente's Grocery - Brockton

Sponsors & Special Thanks

Premier Sponsor:



Contributing Sponsor:



Corporate Tables & Contributing Sponsors:

Abington Bank
American Express/Small Business Saturday
Bank of America
Bridgewater Savings Bank
Bridgewater State University
Brockton Area Transit Authority
Brockton Community Access
Brockton Housing Authority
Conference Center at Massasoit
Crescent Credit Union
Eastern Bank
Energy Sage
The Enterprise
FUN Enterprises, Inc.
Good Samaritan Medical Center
HarborOne Bank
Holmes-McDuffy Florist
Hub Technical Services
Mansfield Bank

Massasoit Community College
Mutual Bank
Nissan 24
National Grid
North Easton Savings Bank
Old Colony Elder Services
Old Colony Planning Council
Old Colony YMCA
Rich Morgan Photography
Rob Peters Entertainment
Rockland Trust
Santander
Sharkansky LLP, CPA's
Signature Healthcare
Source 4
Stephco Cleaning & Restoration
Tufts Health Plan
UMass Donahue Institute
Vicente's Tropical Grocery
Westgate Mall

Special Giveaways & Entertainment!

Each attendee will leave the 102nd Annual Meeting Luncheon with a special giveaway, featuring a premier product made in Cape Verde and distributed by Vicente's Tropical Grocery!

There will also be a photo booth from Rob Peters Entertainment, activities and takeaways from FUN Enterprises, Inc., and a Ride & Drive with Nissan 24



Students from Cardinal Spellman High School in Brockton perform at the Chamber's last Annual Meeting.

where you can experience the 100% electric, no gas Nissan LEAF!

Cardinal Spellman High School's Cabaret Choir will showcase the talents of this region's students during their performance of the National Anthem. More performers will be added. Join us for this special celebration as we begin the start of our 102nd year of advocating for business and the future of the region.

Promote Your Business at the Annual Meeting

Donate a prize for the Metro South Chamber 102nd Annual Meeting Raffle and you will receive valuable exposure and direct promotion of your products and services. Examples of prizes to donate: Gift certificates, savings bonds, bottles of wine, passes to cultural or educational events, free ads, clothing, and more. Feel free to be traditional or creative! Proceeds go to the Metro South Chamber of Commerce Education Foundation. Contact Athena Lavoie at 508.586.0500 x 231 for more information or to donate a prize.

BOARD OF DIRECTORS

OFFICERS

Chair of the Board
Susan Joss
Brockton Neighborhood Health Center

President and CEO
Christopher Cooney
Metro South Chamber of Commerce

Chair-Elect
Gerard Nadeau
Rockland Trust Company

Treasurer
John McGovern
McGovern Business Valuation

Vice Chair Community Affairs
Robert Kenworthy
Bank of America

Vice Chair Economic Development
Pat Ciaramella
Old Colony Planning Council

Vice Chair Government Affairs
Ray Ledoux
Brockton Area Transit Authority

Vice Chair Membership Development
Friend Weiler
Town Moderator

Immediate Past Chair
William Morse
Mutual Bank

DIRECTORS

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*

Gregory Hart - *Cohn Reznick*

Kim Hollon - *Signature Healthcare*

Richard Hynes - *Barbour Corporation*

John Jurczyk - *Good Samaritan Medical Center*

Mahsa Khanbabai -
Khanbabai Immigration Law

Jim Murphy LSP - *Tracey Environmental, LLC*

Peter Neville - *Concord Foods*

Jonathan "Jay" Pike - *Sharkansky LLP*

Andrew Raczka - *Abington Bank*

Kathleen Smith - *Brockton Public Schools*

Gigi Tsaganis Johnson - *Christo's To Go*

Stan Usovicz - *Verizon*

Peter Vlaco - *Brophy & Philips Company, Inc.*

Dr. Charles Wall -
Massasoit Community College

CHAMBER STAFF

Christopher Cooney, CCE, IOM
 President and CEO x 223

Athena Lavoie
 Director of Programs & Events x 231

Melanie McGrath
 Communications Coordinator x 222

508-586-0500 Front Desk x 221

Alison van Dam, IOM
 VP of Business Development/Operations x 225

Doris Flecchia
 Office Assistant x 221

Aimee Bonneau, CPA
 Finance x 230

*Newsletter Written & Designed by Melanie McGrath
 Printing Provided by The Enterprise*

Networking at Events

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

NOVEMBER Calendar

- 4** Ambassador Meeting 8:00 am
- 9** Pre-Certification Workshop 10:00 am
- 10** MSBDC Advising Call to Schedule
- 12** Ribbon Cutting Ceremony & Open House 4:00 pm
Braemoor Health Center, 34 North Pearl Street, Brockton
- 18** 102nd Annual Meeting & Expo
Conference Center at Massasoit, 770 Crescent St, Brockton
 Expo Begins 10:30 am
 Annual Meeting Luncheon 12:00 pm
 Expo Ends 3:00 pm
- 20** Ribbon Cutting Ceremony 11:00 am
IM Wireless, 225 Bedford Street, E. Bridgewater
- 26** Thanksgiving - Chamber Closed

Coming Up December

- 2** Ambassador Meeting 8:00 am
- 3** Ribbon Cutting Ceremony 3:00 pm
Central Rock Gym, 445 High Street, Randolph
- 8** Executive Committee Meeting 3:00 pm
- 11** Government Affairs Meeting 12:00 pm
- 16** Board of Directors 12:00 pm
- 17** Good Morning Metro South ft. Gov. Baker 7:30 am
Conference Center at Massasoit, Brockton
- 25** Christmas Day - Chamber Closed

Save the Date January

- 1** New Year's Day - Chamber Closed
- 6** Ambassador Meeting 8:00 am
- 12** Executive Committee Meeting 3:00 pm
- 13** Good Morning Metro South 7:30 am
TBD
- 21** SEED Basic Business Workshop 9:00 am
- 21** Business After Hours 5:30 pm
St. Joseph Manor, 215 Thatcher Street, Brockton
- 27** Cyber Liability Workshop 12:00 pm
- 27** Board of Directors 12:00 pm

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.

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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.



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GOODNews

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



Good Samaritan Treat Yourself Well Event

Good Samaritan Medical Center invites you to Treat Yourself Well at our Women's Imaging Center, featuring 8,000 square feet of modern space and offering advanced 3D mammogram technology. Schedule your annual mammogram on November 3 or 4 from 4:00 pm - 7:00 pm and enjoy a relaxing environment which may include a harpist, chair massage, refreshments, and more. The Women's Imaging Center is located at 15 Roche Brothers Way (One Washington Place building), Suite 120 in North Easton. Please call 508-427-2665 to schedule your screening and join us during a Treat Yourself Well event. Learn more at goodsamaritanmedical.org.

OCES Awarded Curtis Trust Charitable Grant

Old Colony Elder Services (OCES), the regional agency that serves older adults and individuals with disabilities throughout the greater Brockton and Plymouth county area, has received a \$25,000 grant from the George E. Curtis Charitable Trust (Curtis Trust) for their Emergency Fund. This Fund is specifically intended to meet the needs of older adults and individuals with disabilities who are in crisis or emergency situations that threaten their health or living status. The emergency fund is OCES' primary resource available to assist with these needs. Funding from the Curtis Trust will enable OCES to provide fuel assistance, medication dispensers, hearing aid assistance and more. For more information, visit ocesma.org or curtistrust.org.

Free Self Defense Class Offered With Brockton Police

Brockton Police Department will be offering a 4-week free self-defense class on Mondays, November 9, 16, 23, and 30 from 6:00 pm - 8:00 pm. Learn simple, effective techniques that emphasize instructive movements, practical and realistic scenarios. All classes will be held at the station located at 7 Commercial Street in Brockton, and taught by a certified police instructor. To sign up, please contact Officer Fontes at 508-897-5281, efontes@brocktonpolice.com. Individuals must pre-register, be 18 or older, and sign a waiver. Space is limited.

Hope Health Announces Affiliation to Serve MA & RI

Home Care & Hospice of New England (HCHNE) and HopeHealth (HH) have announced that they will form an affiliation that will serve Rhode Island and eastern Massachusetts, becoming the largest not-for-profit hospice and palliative care provider in New England. The move will allow the organizations to advance their shared mission of enhancing the quality of life for people experiencing serious illness and their families. It will also create a diversified, \$75 million dollar regional organization that can thrive in a competitive and complex healthcare environment. For more information, visit hopehealthco.org.

62nd Annual Tri-Town Veterans Day Parade

All are invited to attend the 62nd Annual Tri-Town Veterans Day Parade on Wednesday, November 11 to show support for America's Veterans. The parade will step off at 8:45 am and will begin on Central Street in Abington, continuing on to Washington Street, North Avenue, and finishing by Depot Restaurant. Groups from Abington, Whitman, or Rockland interested in marching in the parade can contact the Parade Chairman, Ken Coburn, at 781-424-7375.

BKA Architects Expands Inside & Out

BKA Architects, an award winning full-service design firm with main offices in Brockton, has announced a major leadership transition. A new team, already in place, is helping the firm to better manage business growth while maintaining its commitment to superior, client-focused design services. Barry Koretz, who founded BKA in 1974, sees a bright future for the firm. "This transition is an organic outgrowth of the principles on which our firm was founded 40 years ago," says Koretz. "We're entering a new era, but as our new team is already showing, our focus remains firmly on meeting client needs." To learn more, visit bkaarchitects.com.

The Charity Guild Holds Annual Gala

The Charity Guild, which exists to provide basic and necessary services to those unable to meet their primary needs of food, clothing and household goods, will hold their Annual Gala on Friday, November 20 at the Shaw's Center, 1 Feinberg Way in Brockton. Titled "An American Holiday Spirit," the event will include a musical salute to the men and women who have served our country in uniform. There will also be hors d'oeuvres, dinner, and a live and silent auction. For more information, please visit thecharityguild.org.

32nd Annual Turkey Trot

Join the Old Colony YMCA for their 32nd Annual Taunton Turkey Trot on Sunday, November 15. This is a 5 mile road race on a flat, residential course, beginning at 10:00 am, rain or shine. The race starts and finishes at the Taunton YMCA. There are divisions for every age group, with prizes for top male and female, and top three finishers in each group. Free child care is provided to race participants for ages 4+. Join the Old Colony YMCA before or after the race for DJ entertainment, bouncy house, face painting, children's activities, and a health and wellness fair. The cost to enter is \$20.00. Register by November 6th at jbrace.com.

Mechanics Cooperative Bank Hires Sr. VP.

Mechanics Cooperative Bank Board of Directors and Executive Leadership Team are pleased to announce the appointment

of Daniel L. Conrad as Senior Vice President, Senior Loan Officer. The Senior Loan Officer for Mechanics Cooperative Bank is responsible for the day-to-day oversight and administration of the Bank's loan portfolio including overall sales and policies and procedures to ensure the quality of Bank lending assets. Daniel L. Conrad joins Mechanics Cooperative Bank with over thirty (30) years of banking experience starting his career on the retail side of the industry. For more information, call 1-888-MECHANICS (632-4264) or visit Mechanics-Coop.com.

Holiday Shop Opening Celebration at Fuller Craft

Come to the holidaySHOP opening day celebration all-day Saturday, November 21, 10:00 am - 5:00 pm at the Fuller Craft Museum located at 455 Oak Street in Brockton. Join us for a trunk show and demonstration by Jeff Bowie of Picklepot, who will talk about her steampunk jewelry. We will also have holiday cookies to get you into the spirit. Visit fullercraft.org for more details.

Brockton Public Library Extends Hours

The hours at both the East and West Branches of the Brockton Public Library have recently been extended. Both branches are open nearly double the hours of the previous schedule due to a generous grant from the Brockton Library Foundation supplemented by additional funds from the City of Brockton. The East Branch is now open Monday and Wednesday from 5:00 P.M. until 9:00 P.M., Tuesday from 9:00 A.M. until noon, and Thursday from 2:00 P.M. until 8:00 P.M. The West Branch is open Monday from 9:00 A.M. until noon, Tuesday and Thursday from 5:00 P.M. until 9:00 P.M. and Wednesday from 2:00 P.M. until 8:00 P.M. These extended hours will continue throughout the school year. Visit brockton-publiclibrary.org to learn more.

Veterans Day Breakfast at Council on Aging

Please join us in honoring Veterans with a Veterans' Day breakfast at the Council on Aging in Brockton. Beginning with a wreath ceremony at 9:00 am, followed by our guest speaker David Farrell of Veterans Services. Breakfast will be served at 9:30 am. Then enjoy a patriotic performance by the Brockton Swinging Singers. The cost is \$3.00 per person to attend. There is no charge for Veterans. Make sure to sign-up at the front desk at the Council on Aging to attend no later than Tuesday, November 3rd. Visit brockton.ma.us/Information/Events.

Rogers & Gray Awarded "Best Agency to Work For"

Insurance Journal, the nations top insurance industry trade publication, recently released their list of the Best Independent Insurance Agencies to work for and Rogers & Gray Insurance was selected as the "Best Overall Agency" in the country.

In order to be considered, a percentage of employees had to nominate their agency and answer questions about their employer. "People, culture, strong leadership, respect, profitability, growth and community involvement are a few of the reasons why Rogers & Gray Insurance took this year's "Overall Best Agency to Work For" award, writes Andrea Wells, Editor in Chief of Insurance Journal. Founded in 1906 and headquartered in Massachusetts, Rogers & Gray Insurance ranks in the top 100 independent insurance agencies in the U.S. To learn more about Rogers & Gray, please visit www.rogersgray.com.

Massasoit Comm.College's "A Christmas Carol"

The Massasoit Theatre Company will present "A Christmas Carol," a play based on the novel by Charles Dickens, with several performances over the next two months. The musical adaptation will be performed on at the Buckley Performing Arts Center on November 28, December 5, 11, & 12 at 8:00 pm, and November 29, December 6 & 13 at 3:00 pm. Tickets are \$18 general admission, \$16 students/seniors, and \$14 per person for groups of 10 or more. Please visit massasoit.edu to purchase tickets online, or call 508-427-1234.

Childrens Museum in Easton Autism Night

On Friday, November 6, The Children's Museum in Easton will be open exclusively to families with children 10 and under on the Autism Spectrum from 5:30 pm - 8:00 pm. This will give them an opportunity to explore the Museum's hands-on exhibits in a less overwhelming atmosphere. This program is free but pre-registration is required. Call the Museum at 508-230-3789 to register. Visit childrensmuseumineaston.org to learn more.

Brockton Public Schools Hosts Zumba Night

The Brockton Public Schools Parents' AcademyWorkshop Series presents Zumba Night at Pouffe Academy, November 5 from 6:30 pm - 7:30 pm. This is the ultimate Zumba Dance Party for parents and children. Everyone gets the chance to be active and jam out to their favorite music while enjoying exercise and fun. Wear your work out clothes and sneakers, free water bottles are provided. To register, email janeeferoi@bpsma.org. For more info, call 508-894-4328.

Brockton Historical Society Honors Congressman

The Brockton Historical Society recently held a special exhibition and presentation honoring the life of Congressman Hastings Keith on the 100th Anniversary of his birth. The Brockton Historical Society is located at 216 North Pearl Street in Brockton and is open to the public on the 1st and 3rd Sunday of the month from 2-4 pm. Visit brockton-historicalsociety.org to learn more.

MOBD Director Tours Metro South Businesses

The Metro South Chamber of Commerce recently hosted Peter Milano, Senior Regional Director, Northeast of the Massachusetts Office of Business Development (MOBD), for site visits of some of the great businesses operating in the Metro South region. Milano's specialty area is in Life Sciences & Technology.

The Massachusetts Office of Business Development (MOBD) is the state's one-stop source for businesses seeking to relocate to Massachusetts and businesses wishing to expand their current operations here. For more information, visit mass.gov/hed/economic/eohed/bd.

MOBD Visits Chamber



Peter Milano, Massachusetts Office of Business Development (MOBD); Alison van Dam, Vice-President of Business Development/Operations, Metro South Chamber; Pat Ciaramella, Old Colony Planning Council, Vice-Chair Economic Development; Christopher Cooney, Chamber President & CEO

B.C. Tent & Awning



Peter Milano, MOBD; Bob Costa, President of Avon Industrial Park Association, B.C. Tent & Awning; Pat Ciaramella, Vice-Chair Economic Development, Old Colony Planning Council; Francis Crimmins, Avon Town Administrator tour the B.C. Tent & Awning facility located at the Avon Industrial Park. Visit btent.com.

Wrobel Engineering



Elizabeth Wrobel, CEO of Wrobel Engineering; Peter Milano, MOBD. Established in 1976 and located at 154 Bodwell Street in Avon, Wrobel is proud to be a family-owned business in every sense. With unmatched quality and complete engineering, machining, fabrication and assembly capabilities under one roof, Wrobel is able meet the most demanding specifications in a range of industries. Learn more at wrobeleng.com.

Weiss Sheet Metal



Pat Ciaramella, Old Colony Planning Council; Peter Milano, MOBD; Brian DeLano V.P. Weiss Sheet Metal. For over 50 Years, Weiss Sheet Metal has provided a wide variety of metal products, fabricating architectural and ornamental building products, facial panels, window flashing, roof copings and more. Weiss Sheet Metal is located at 105 Bodwell Street in Avon. Visit weiss-sheetmetal.com to learn more.

SEED Corp. Makes 76 Loans, 339 Jobs

South Eastern Economic Development (SEED) Corporation announced recently that during Fiscal Year 2015, it made 76 small business loans totaling \$22.1 million, and assisting in the creation of 339 new jobs. The loans were made to businesses in the region under all of SEED's loan programs, which range from micro loans up to \$50,000, small loans up to \$200,000, and SBA 504 loans up to \$5.5 million.



For more information about the SBA 504 Program and other SEED loan programs, please call 508-822-1020 or visit SEED at www.seedcorp.com.

Old Colony YMCA Expands in Stoughton



Old Colony YMCA's Stoughton branch is undergoing a \$4.2 million expansion on Central Street, which will add approximately 23,280 square feet to the existing building and create more parking spaces. Left: project in May; right: project in October

Plainridge Park Casino In Search of Vendors!

Special Event: Monday, November 9, 9:00 am - 5:00 pm

Looking for an exciting opportunity to grow your business by becoming a certified vendor? Chamber members and local businesses are invited to attend a special event hosted by the Massachusetts Gaming Commission at Plainridge Park Casino, 301 Washington Street Plainville, on Monday November 9th from 9:00 am - 5:00 pm.

This event will offer you an opportunity to grow your business by working with the burgeoning gaming industry in the Commonwealth of MA.

The event will also introduce you to the vendor registration process, provide technical assistance to help you through the steps of registering on site as a vendor with the MGC, and give your company insight to Plainridge Park's purchasing program.

Officials from the MGC Licensing Division, DOR and Plainridge Park Casino will be on hand to personally answer your questions, hear more

about your companies, and step by step assist you in the licensing process.

Plainridge Park continues to seek out local suppliers for their many needs. **Plainridge Park Casino is committed to working with**



Women-owned, Minority-owned, and Veteran-owned businesses.

If your business is interested in learning more about licensing and registration process in advance, visit at massgaming.com/licensing/vendor-licensing-and-registration/. To register for the event, please e-mail Jeannie Hebert at jhebert@blackstonevalley.org or call 508 981 5782.

Plainridge Park Casino Hosts Chamber Info Session

The Massachusetts Gaming Commission recently held an info session for chambers of commerce at the new Plainridge Park Casino in Plainville. Pictured left: Paul Connelly, MA Gaming Commission; Commissioner Bruce Stebbins, MA Gaming Commission; Eli Huard, Purchasing Manager, Plainridge Park Casino; Christopher Cooney, Chamber President & CEO



Cape Verdean Embassy Meets with Chamber

Left to right: Carla Brigham, Economic & Commercial Specialist and Raymond H. Murphy, II, Deputy Chief of Mission of the U.S. Embassy Praia - Cabo Verde, meet with Christopher Cooney, Chamber President & CEO at the Metro South Chamber headquarters.



Celebrate the Holidays with Brockton Parade

Saturday, November 28, 1:00 pm - 4:00 pm

The 29th annual Brockton Holiday Parade will take place in Downtown Brockton on Saturday, November 28, 2015, 1:00 pm. This year's theme will be "125 Years of Celebration!"

These events will celebrate 125 Years since James Edgar donned that First Department Store Santa Suit - thus, changing the way we celebrate the holidays world-wide!

Downtown activities will begin at 9:00 am, including free photos with Santa, Santa Hat Challenge, and more at 142 Main Street in Brockton.

The parade will begin at 1:00 pm in front of the old BAT Terminal on Main Street, ending at City Hall Plaza and featuring creative floats, clowns, marching bands, and, of course, a very jolly man in red.

Parking is available at the parking garage located on the corner of Main & Crescent Streets.

Join the Downtown Brockton Association in this celebration! Register for a float by November 14, 2015 by visiting tinyurl.com/brocktonparaderegistration or call 508-587-4322.



Contacts Cooked up at Wood Palace Kitchens

Photos by Rich Morgan, richmorganphotography.com



Christopher Cooney, Chamber President & CEO; Ben Albanese, Tutto Bene; Jonathan Brahmner, Trinity Financial Management



Guests enjoy delicious catering from Tutto Bene and freshly baked desserts in the Wood Palace Kitchens working oven



Luke Racine, G.T. Reilly & Co.; Keith Greene, G.T. Reilly & Co.; Caesar Cabral, Artisan Web; Raymond Hampton, Hampton Tech.



Joan Hurkett, Hurkett & Associates; Tim Ehlers, Concord Wealth Management



William Goldsmith, LifeTime Financial Strategies; John Olivieri, J.K. Olivieri Insurance Agency, Inc.



Tim Holick, President/CEO of Wood Palace Kitchens welcomes a large crowd to his showroom located at 7 Mill Street in Middleboro



Let Wood Palace Kitchens help you create your dream kitchen! Their bright and talented team of seasoned and accomplished installers and support personnel make it easy. Visit their showroom at 7 Mill Street in Middleboro, or go to woodpalacekitchens.com.

Candidates for Senate Address Chamber



During a special Government Affairs Luncheon held in October, the Chamber hosted Candidates for Senate, State Representative Michael Brady (left) and State Representative Geoff Diehl (right). This program was sponsored by UMass Boston. Don't forget to get out and vote on Tuesday, November 3!

BOARD Profile - John McGovern, CPA

McGovern Business Valuation
5 Terry Lane
Bridgewater, MA 02324
(508) 944-7639

Year Established: 2014

Number of Employees: 1

Products or services:
Appraisal of businesses

What is your market area?
Metro South and all of New England

What is unique or special about the products and services you offer?
I have been valuing local businesses for over 30 years and have experience with most industries.

What is your main business objective concerning you customers & business community?
To provide my opinion of the fair market value of the subject company.

How long have you been a Chamber



John McGovern

Board member? Currently since 2010, however this is my second 8-year term.

What is your Chamber involvement?
Treasurer, member of Executive Committee

What are some of the job positions you have held?
Partner at Rodman & Rodman, CPA's, retired since 2014

How long have you been at your present job?
one year

What is your educational background?
UMass Amherst, New Jersey City University

In addition, please list family and hobbies/interests you may have:
My wife, Marty and I have two married sons - Zachary and his wife Lisa, and Dillon and his wife Lauren. I have three grandkids, Mona, Colin, and Rosemary.

Banner Environmental Celebrates New Location



Above center: Stephen Wenzel and Stephanie Robl, owners of Banner Environmental, are presented with a citation from Representative Galvin, surrounded by Beth McKinnon, Office Manager; Eric Oakley, Estimator; Bob Costa, Avon Industrial Park Association; Christopher Cooney, Chamber President & CEO; Chamber Board members, and Banner Environmental staff. They celebrated their new location at 254C Bodwell Street in Avon with a Ribbon Cutting Ceremony. Banner Environmental specializes in asbestos removal, mold remediation, and asbestos sampling. Visit bannerenvironmental.com to learn more.

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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OWNER

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Elected Officials and Business Leaders Meet at Legislative Reception



Fran Dillon, V.P. of Advancement, Stonehill College (host); Bob Wisgirda, Metro South Resources, WVBR 1530 AM; Craig Pina, Commonwealth Financial, Candidate for Brockton Councilor at Large



Francis Hegarty, Chairman of the Board of Selectman, Avon; Michael Kane, Columbia Gas (Event Sponsor)



Stanley Hurwitz, Creative Communications; Maria Do Canto, Director of Diversity & Community Relations, Plymouth County District Attorney's Office; Tim Cruz, Plymouth County District Attorney



Robin Howard, C&C Design Company, Rich Morgan, Rich Morgan Photography



Sue Joss, Chamber Chair and Ray Ledoux, Vice-Chair Government Affairs speak at the Legislative Reception at Donahue Hall on the Campus of Stonehill College



Ellen Morrissy Rota, Cardinal Spellman High School; David Willis, South Shore Bank



Jeff Miller, Signature Healthcare; Reverend Jeff Johnson, First Evangelical Lutheran Church; John King, Cires Engineering

Sponsored by:



Hosted by:



Photos by:



Lewis Victor, Law Office of Victor & Goldman; Shaynah Barnes, Brockton City Councilor at Large Elect, Office of Congressman Stephen Lynch



Nick Palantzas, Sr. Vice President, Massasoit Community College; Brett Gormley, Candidate for Brockton School Committee; Charlie Wall, President of Massasoit Community College



Bruce Hughes, Old Colony Planning Council; Geoff Diehl, State Representative, Candidate for Senator; State Representative Shauna O'Connell



Jim Benson, West Bridgewater Town Moderator; John R. Buckley, Jr., Plymouth County Register of Deeds

Last Chance to Advertise in Business Book!

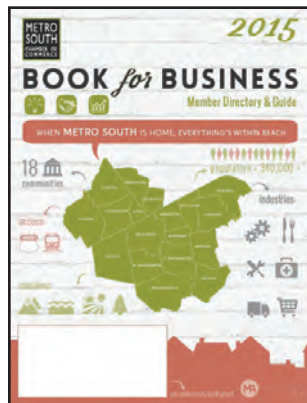
Advertise in the 2016 Book for Business

The Metro South Chamber of Commerce is getting ready to publish the 2016 Book for Business (B4B), a four-color publication that includes a complete membership directory and guide to the Metro South region. The Book for Business is a valuable tool for you and your business.

Why Advertise?

- **Exposure:** the Book for Business is distributed to over 5,000 people and businesses in the region and receives over 10,000 views online annually. Advertising is a great way to put your business in the forefront of thousands of fellow businesses, city and state officials, visitors, and more!
- **It's Worthwhile:** Advertising in the Book for Business is a one-time investment that you can benefit from all-year round. The Book for Business is distributed all year, and available for viewing online.
- **Convenience:** Don't have the time to create and ad yourself or the money to pay a designer? Our in-house designer will create a full-color ad for you, free of charge. The ad is yours to use for additional promotions or other publications.
- **It's Cost Effective:** Ad rates start at \$450. In addition to your ad, your business listing will receive extra embellishment in the alphabetical and categorical listings, and be included on a Advertising Index page.

Don't miss the opportunity to place an ad in the 2015 Book For Business! Call Melanie at 508.586.0500 x 222 or email mmcgrath@metrosouthchamber.com for more information and for ad rates.



With home financing from BSB...

we'll get you *moving* in no time!



Contact a Mortgage Loan Officer today!



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Equal Housing Lender

BridgewaterSavings

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BridgewaterSavings.com 800.356.8622

That's Uncommon Banking.

MEMBERProfile



Fedra Ferro



subsidized markets for all ages.

Please list awards, honors, or special recognition your firm has received:

Tufts Health Plan continually ranks among the top health plans in the country based on quality and member satisfaction. Our private HMO and PPO plans are rated 5 - the highest rating possible - by the National Committee for Quality Assurance. Only 11 plans across the country achieved this distinction. Our Medicaid plan is rated 4.5 out of 5. Our Tufts Medicare Preferred HMO and Senior Care Options plans earned a 5 star rating - the highest rating possible - from the Centers for Medicare and Medicaid Services for 2016.

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

To build & strengthen relationships in the community to help us better serve our diverse membership. Our community relations representative, Fedra Ferro, is dedicated to serving the needs of communities in Southern Massachusetts. Fluent in English, Spanish, Portuguese, and Cape Verdean Creole, Fedra is trained and certified by the Health Connector as an "Issuer Enrollment Assister" to help people apply for health plans through MassHealth and the Health Connector. Additionally, she also tends to the needs of local community organizations, including health centers and hospitals. You can reach her at Fedra_Ferro@tufts-health.com.

Tufts Health Plan

705 Mount Auburn Street
Watertown, MA 02472
(888) 257-1985
www.tuftshealthplan.com

Year Established: 1979

Products or Services:

Medicare, Medicaid/subsidized plans, and employer-sponsored health plans.

Number of Employees: 2,000+

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

Tufts Health Plan is one of the few health plans in MA to participate in the commercial, Medicare and Medicaid/subsidized markets, offering coverage across the life span regardless of age or circumstance. Staying true to our mission of improving the health and wellness of the diverse communities we serve, we touch the lives of more than one million members in Massachusetts and Rhode Island.

What is your market area?

Massachusetts, Rhode Island

What markets do you serve?

Commercial, Medicare & Medicaid/

Now is the Time to Visit Cuba!

METRO SOUTH CHAMBER OF COMMERCE

CUBA GETAWAY

5 day trip
MARCH 24, 2016

Exotic rhythms, classic cars, exquisite colonial architecture, beautiful landscapes, creative cuisine, legendary cigars...

Cuba may only be 90 miles from Florida, but for half a century it's been largely off-limits to most Americans. This summer, President Obama announced the historic decision to re-establish diplomatic relations between Cuba and the U.S. and the U.S. Embassy in Havana was opened.

Through a special OFAC license, The Metro South Chamber of Commerce and Chamber Explorations invite you on a once in a life time journey to experience the largest, least commercialized island in the Caribbean before trade barriers fall and the cultural fabric of the country is changed forever!

The trip, departing March 24, 2016, is priced at \$2,895. For more information and full itinerary, please contact Alison van Dam at 508.586.0500 x231, avandam@metrosouthchamber.com, or visit metrosouthchamber.com/events/travel.

Sec. Pollack; Brockton 2025 at Breakfast

Photos: RichMorganPhotography.com, Sound: RobPetersEntertainment.com
Video: Brockton Community Access



MA Secretary of Transportation Stephanie Pollack gives updates on her latest "Capital Conversations" project



Juan Lopera, Tufts Health Plan; Sue Joss, Chamber Chair, Brockton Neighborhood Health Center; Mayor of Brockton Bill Carpenter; MA Secretary of Transportation Stephanie Pollack; Ray Ledoux, BAT, Vice-Chair Government Affairs; Christopher Cooney, Chamber President & CEO



Ray Ledoux, Vice-Chair Government Affairs, BAT, emceeds the breakfast program



Mayor Bill Carpenter reveals his 10 year plan for economic development, "Brockton 2025"



Juan Lopera, Director of Health Care Services at Tufts Health Plan (event sponsor)



Josh Krevsky of Chamber Explorations talks about an upcoming travel trip to Cuba in partnership with the Metro South Chamber



Brenda Carrens, OCES; Gail Delgado, Brockton Area Arc; Lucille Dallaire, OCES; Donna Sampson, The Shaw's Center; Christine McLaren, OCES enjoy breakfast & networking

MassDOT Hosts Capital Conversations



The Massachusetts Department of Transportation recently launched its new program called "Capital Conversations," a series of community meetings to solicit input on potential transportation projects to be included in the agency's upcoming five-year Capital Investment Plan (CIP) for Fiscal Years 2017-2021. The sixteen meetings, which are being held throughout the Commonwealth, began on Monday, October 19, and are scheduled to continue through **Thursday, November 5, 2015.**

Those who are unable to attend the meetings are invited to join the Capital Conversation online by sharing their ideas by e-mailing masscip@state.ma.us. Thoughts and ideas can also be shared by using www.mass.gov/massdot/capitalconversations.

Small Business Rewarded for Wellness

The Massachusetts Wellness Tax Credit gives small businesses in Massachusetts a state tax credit for having an employee wellness program. This is an excellent opportunity for employers to help their employees live healthier lifestyles.

Massachusetts businesses that employ 200 or fewer workers may qualify for the tax credit for up to 25% of the cost of implementing a certified wellness program.

To receive certification, a business must:

- 1.) Check to see that the business and wellness program qualify by visiting the Massachusetts Wellness Tax Credit page at mass.gov/wellnesstaxcredit.
- 2.) Certify its wellness plan by filling out an online application form by December 31, 2015 (<http://webapps.ehs.state.ma.us/wellnessTaxCredit/>)

Banker & Tradesman: Brockton's "Step in the Right Direction"

from Banker & Tradesman article, "Step in the Right Direction," by Steve Adams



Brockton is a 35-minute train ride from Boston's South Station and a century removed from its thriving era as an industrial hub that nearly 100 shoe companies called home.

The decline of the city's manufacturing base brought rising crime and poverty, and the post-war suburban boom emptied the downtown of many of its stores and

restaurants. In 2015, the downtown has emerged as the focus of a multi-pronged strategy to rebuild the city's core.

The initial phase of Boston developer Trinity Financial's mixed-use Enterprise Block development, which opened in August, contains the first market-rate apartments built in downtown Brockton in decades.

"They're focused on growing the economy, keeping up the pipeline of projects and making sure the city and commonwealth continue to invest in Brockton," said Matt Zahler, senior project manager for Trinity Financial. "If they can do that, we can continue to bring private investment on the scale they need to revitalize the city."

Economic development officials view the 113 loft units as a potential down payment on a larger redevelopment program. The city is looking at breaking out the major tools for economic revitalization in the Bay State, including district improvement financing (DIF) to pay for projects designed to make a 191-acre area safer for visitors and more attractive to investors. It's considering a major urban renewal project that could involve the acquisition of up to 44 acres of underutilized properties for potential transfer to redevelopers.

An All-Or-Nothing Proposition

Economic development took a backseat to fiscal austerity during the Great Recession. The city laid off its planning director in 2008 and didn't hire a replacement until mid-2014, more than a year after current Mayor Bill Carpenter took office.

Downtown revitalization is now on the front burner, with the culmination of the Enterprise Block first phase viewed as a key vote of confidence from the private sector and model for future development. Trinity Financial, which has developed a specialty building affordable housing in Gateway Cities, stepped into the picture in 2011, nearly a year after Dedham-based Economic Development Finance Corp. backed out of plans to redevelop the former newspaper headquarters spanning an entire block.

It took two years for Trinity to assemble financing through a mix of state and federal tax credits for low-income housing and historical preservation and a \$4 million MassWorks infrastructure grant, along with traditional debt and equity. The state Department of Health and Human Services leased 29,000 square feet as anchor tenant for the office space.



"It kind of all had to happen. It was all or nothing," Zahler said. "It was a

Herculean effort to some degree."

Trinity is in negotiations with private tenants for the remaining 18,000 square feet of office space. Triple-net rents are in the high teens to low-\$20s per square foot, with negotiable tenant improvements, Zahler said. Another 6,300 square feet of retail or restaurant space also is on the market.

The Enso Flats residential space is 100-percent leased in under three months, with 42 market rate units filling up first at rents ranging from \$1,100 to \$1,600. The rest of the complex is restricted to artist lofts and affordable units for renters earning a maximum of 60 percent of the area median income.

"We had a high-quality product that we delivered to an underserved population," Zahler said.

Groundbreaking of the second phase – including 102 mixed-income apartments – is contingent upon receipt of an \$11 million grant from the state's MassWorks infrastructure program for a parking garage with up to 371 spaces. The next round of grants will be announced later this month. Trinity Financial would develop the garage and turn over ownership to the city upon completion.

Growth Could Fund Public Improvements

Brockton is exploring the state's 12-year-old district improvement financing (DIF) program to leverage the tax growth associated with the Enterprise Block.

The city hired Concord-based consultants A.G. Jennings LLC to study the potential for DIF to pay for infrastructure and economic development planning. The 12-year-old DIF program enables Bay State communities to establish a district in which property tax revenues from new development are earmarked to pay for improvements. The DIF can be used to take out loans to pay for the improvements up-front, with the new taxes used to pay the debt service.

The study calculated projected new taxes from the Enterprise Block and redevelopment of the Kresge Building at 121 Main St., where a developer is considering market-rate housing and retail.

The increase in assessed value would generate revenues of nearly \$500,000 and support a loan of \$9 million that could be used to pay for DIF improvements, according to the A.G. Jennings report completed in February. The figure is based upon a 30-year term at 3.5 percent interest.

Adoption of the DIF is contingent upon city council approval, but the city has already begun public outreach including a call for ideas for downtown improvements.

Addressing Public Safety, Attracting Foot Traffic

Many of the suggestions are designed to bring foot traffic back to the downtown, which continues to be plagued by high vacancy rates and scant private investment.



In community surveys, residents were blunt about the area's shortcomings. "A hundred years ago, there was a city here." "No restaurants, no services, no homes. Why would you be here?"

Some bright spots have emerged in recent years, with the decision of office supply company W.B. Mason to expand downtown, helped by \$300,000 in state tax credits.

But poverty and violent crime continues to influence local perceptions of the area. Brockton had the state's highest murder rate in 2014, and the poverty rate lingers at 18 percent.

More than 100 residents and downtown stakeholders attended a recent planning workshop, discussing the district's shortcomings and talking about ideas for public programming such as festivals and farmers' markets to generate more foot traffic.

Ideas for how the DIF funds could be spent are already emerging. Abandoned trolley tracks poke through Centre Street, which needs to be rebuilt, and the city would like to install a conduit for a new fiber-optic system that would increase data capacity, said Rob May, Brockton's director of planning and economic development and a former economic director in Somerville. A downtown ambassador-type program similar to the one in Boston's Downtown Crossing could alleviate pedestrian safety concerns.

The urban renewal project could encompass 44 acres surrounding the commuter rail station currently occupied by vacant parking lots, a pair of small restaurants and a used car dealership. If the city acquired the parcels, it could package them into larger development blocks that would give developers more flexibility and speed of acquisition as opposed to negotiating with multiple owners, May said.

Stantec provided the city with a massing study giving options for building out the various parcels with the goal of maximizing the value of the development.

"A lot of it revolves around where is the best bang for the buck in the city in building a parking facility, and how do we use that to leverage development on other lots around downtown," May said.



A series of "Working Cities - Brockton Planning Team" meetings as well as "Transformative Development Initiative (TDI)" meetings were held at the Metro South Chamber recently to discuss development of downtown Brockton.

WELCOME *New Members*

Central Rock Gym
Mr. Ed Hardy
445 High Street
Randolph, MA 02368
(508) 579-2760
www.centralrockgym.com
Athletics

Citizens Bank
Ms. Joni Traficante
20 North Park Avenue
Plymouth, MA 02360
(781) 710-8290
www.citizensbank.com
Banks/Financial

Home Depot
Ms. Lucy Sheerin
715 Crescent Street
Brockton, MA 02302
(508) 427-9970
www.homedepot.com
Home Improvements

JD Cleaning Corporation
Mr. Jair Dias
(888) 991-7433
jdcleaningcorporation@gmail.com
Cleaning/Janitorial

IM Wireless
Mr. Sharad Arora
225 Bedford Street
East Bridgewater, MA 02333
(508) 443-3380
imwireless.net/locations/east-bridge-
water-ma/
Retail/ Telecommunications
(see Ribbon Cutting page 11)

To join the Chamber,
Contact Alison van Dam
508.586.0500 x 225
avandam@metrosouthchamber.com

RENEWING *Members Thank You !*

Brockton Educational Foundation, Inc.
Cambridge Savings Bank
Campello-Keith Heating Oil Company
Cape Cod Cafe, Inc.
Capeway Aluminum & Vinyl, Inc.
Conway Insurance Agency, Inc.
Courtyard By Marriott - Raynham
Curry College, Graduate & Continuing
Studies
Eagle Elevator Company, Inc.
Edible Arrangements
Fisher College
Gentle Dental Brockton
Italian Kitchen
J.M. Pet Resort
Joe Angelo's Cafe & Deli
Kent, Parker & Associates
Law Office of Joseph M. Fidler

Law Office of Mark D. Petti
Mansfield Bank - Easton
Metro South Resources
MSW Financial Partners
New Design Architects
Old Colony Hospice
Philadelphia Insurance Companies
Residence Inn by Marriott-Brockton
Servpro of Brockton, Weymouth &
Quincy
Sign Design, Inc.
South Eastern Economic Development
(SEED)Corp.
Spark Street Auto Body
The Charlie Horse Restaurant
The Mattress Maker of New England
Timber Lanes, Inc.
Viking Sheet Metal, Inc.

Sue Joss Re-Elected Chamber Chair (cont.)

Joss was first elected to the Chamber Board in 2004, joining the executive committee in 2011 as Vice-Chair of Government Affairs.

As the Chamber Chair, Joss will continue to work with the Board, Chamber Staff, and membership to champion the Chamber in its mission to serve the interests of member businesses while providing community leadership and ensuring economic advancement throughout the Metro South region.

Chamber Welcomes Intern Karen Exama



Karen Exama,
Massasoit Community College

The Metro South Chamber of Commerce would like to welcome Karen Exama as a new intern at the Chamber.

Karen is currently attending Massasoit Community College where she will graduate this spring. Karen will be transferring to a four year University for the fall, where she will pursue a career in Marketing. As a dedicated intern at the Chamber, Karen hopes to build upon her skills in communications, event planning, and advertising.

If you are interested in hosting an intern from Massasoit at your business, please contact Internship Coordinator Tuuli McElroy at 508-588-9100, ext.1020, tmcelroy@massasoit.mass.edu.

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 now accepting registration for their Annual Christmas on the Common event held this year on Sunday, December 6. BBA Members receive a free booth as part of their membership benefits; non-members can reserve a booth for \$35. Booths will be available on a "first come, first served" basis.

For more information or to register, please visit bridgewaterbiz.com.

The **Stoughton Chamber of Commerce** will hold a "Roast" of retired Fire Chief Mark Doloff on Friday, November 6 beginning at 7:00 pm at the Portuguese National Club. Tickets are \$25 and include delicious desserts. A portion of the proceeds will go to Learn to Cope, a non-profit organization for families dealing with drug addiction. Visit stoughtonma.com to purchase tickets and learn more.



The mission of the **Norwell Chamber of Commerce** is to promote the civic, economic, and social welfare of its members and the Town of Norwell. For more information, visit norwellchamberofcommerce.com.

The **East Bridgewater Business Association (EBBA)** will hold a Meet & Greet at Salon Espirit, 225 Bedford Street, Carriage Crossing Plaza in East Bridgewater, on Tuesday, November 17th from 6:00 pm - 8:00 pm. 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, Avon, MA. For more information, call Bob Costa at 508-586-0900. Visit 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.



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 of Commerce. 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)** will hold a Lunch & Learn on Thursday, November 5 at Ameriprise, 25 Recreation Road, Suite 100 in Hingham, from 12:00 pm - 1:00 pm. Presented by Nancy O'Keefe of Simple Small Business Solutions, learn how to save time, money, and execute your plans. This is a free event; please bring your own lunch, no walk-ins. Visit www.sswbn.com to learn more.



Chamber Holds Retreat to Set Priorities (cont.)



Chair-elect Gerry Nadeau, Rockland Trust,
Chamber Chair Sue Joss, Brockton
Neighborhood Health Center; Ian Scott, ACCE;
Christopher Cooney, Chamber President & CEO

must adapt and evolve over the next decade, before the Board drew on their experiences to strategize about the Chamber's priorities, growth opportunities, member segments, and the organizational value. These priorities will be released.



Pre-Certification Workshop Offered

Monday, November 9, 10:00 am - 12:00 pm

The Metro South Chamber will hold a Pre-Certification workshop at the Chamber building, **60 School Street in Brockton**, on **Monday, November 9 from 10:00 am - 12:00 pm**. This workshop will be presented by the Massachusetts Supplier Diversity Office.

- Create partnerships

Since the start of the Supplier Diversity Office in 2007, spending with M/WBEs nearly doubled (dollars in millions).



Register now to attend this important workshop, complimentary. For information on how to register, please visit metrosouthchamber.com/calendar-registration.



To apply for certification as a Minority, Woman, and/or

Disadvantaged Business Enterprise, you must attend a Pre-Certification workshop. Take advantage of this great opportunity to attend in Brockton. Get information on how to begin the certification process!

- Learn about new opportunities
- Become more marketable

Free Small Business Advising Sessions Available

Tuesday, November 10 - by Appointment

As a business owner, you have a million decisions to make. You're not alone! The Massachusetts Small Business Development Center (MSBDC) can help you with high quality, confidential, no cost business advice.

Entrepreneurs and small business owners are invited to meet with a Business Advisor, for hour-long sessions, at the Metro South Chamber of Commerce, **60 School Street in Brockton** on **Tuesday, November 10 and Tuesday, December 8**, to discuss anything from new business start ups to existing business strategies.

MSBDC clients range from novice

entrepreneurs to highly respected and experienced business owners who receive advice in the following areas: Financial management & loan assistance; Increased



profit & business growth; Business, marketing & strategic plans; Internet marketing & social media; Understanding cash flow; Increasing sales, Lowering

operating costs; Improving customer satisfaction; Launching a business; Assisting with business plans; and more!

Appointments are required and subject to availability. **To schedule a session** at the Metro South Chamber, please call the MSBDC office at (508) 673-9783, extension 10.

Save the Date! Gov. Baker to Address Chamber

Thursday, December 17, 7:30 am - 9:00 am



Please save the date for a special edition Good Morning Metro South breakfast with guest speaker Governor Charlie Baker on **Thursday, December 17, 7:30 am - 9:00 am** at the Conference Center at Massasoit, **770 Crescent Street in Brockton**.

Charlie Baker was inaugurated on January 8th, 2015 as the 72nd Governor of the Commonwealth of Massachusetts. Elected in November of 2014 on a platform of making Massachusetts great for everyone, Governor Baker's arrival in the Corner Office continues a long, successful career in both the private sector and public service where he has worked hard to put the people of Massachusetts first.

Pre-register online now to reserve your seat and hear Governor Baker address the Metro South Chamber of Commerce. Tickets are \$25 for members and \$35 for future-members and include a full breakfast and networking opportunities. Please register online at metrosouthchamber.com/calendar or contact Athena Lavoie at 508.586.0500 x231, alavoie@metrosouthchamber.com.

This program is hosted by Massasoit Community College and sponsored by Cambridge Savings Bank.



Celebrate New Business; Ribbon Cuttings!



Please join us in celebrating the new businesses and renovations of existing businesses in the Metro South Region with upcoming Ribbon Cutting Ceremonies and celebrations. Attend these complimentary events to welcome these businesses to the region and show your support for the growing business community.

For more information or to schedule a Ribbon Cutting at your business, please contact Athena Lavoie, 508.586.0500 x231, alavoie@metrosouthchamber.com.

Braemoor Health Center Debuts Renovations

Thursday, November 12, 4:00 pm

Braemoor Health Center, located at **34 North Pearl Street in Brockton**, will be hosting an Open House & Ribbon Cutting ceremony on **Thursday, November 12** to celebrate their recently renovated facility. The Open House will take place from 2:00 pm - 7:00 pm, with a Ribbon Cutting ceremony beginning promptly at **4:00 pm**. Guests are invited to stay for refreshments and tours of the facility, as well as networking with fellow business and community members.

Braemoor's vibrant facilities have been expertly designed with wellness in mind, from their patient-centric, short-term rehabilitation programs to their compassionate long-term care and respite care. Energetic, passionate, and professional, the skilled team at Braemoor Health Center brings years of experience to the care of every resident they serve. Learn more at braemoorhc.com.

IM Wireless Store Opening This Month

Friday, November 20, 11:00 am

The Metro South Chamber will join premium wireless retailer IM Wireless in celebrating the opening of their new store located at **225 Bedford Street in East Bridgewater**, with a Ribbon Cutting Ceremony at **11:00 am on Friday, November 20**.

Your new local Verizon Wireless store is hosting an open house! IM Wireless invites you in to meet their knowledgeable and experienced sales staff. Your East Bridgewater Verizon Wireless store is your one-stop-shop for all of your wireless needs! They wel-

come you to come experience their more personal, one on one customer service. The open house will be from

11:00 am to 8:00 pm on November 20th, **Ribbon Cutting ceremony at 11:00 am**,

with refreshments offered to all of their attendees. Additionally IM Wireless will be offering a 20% discount on ALL accessories as well as exclusive discounts on certain phones and tablets. They are excited to have you celebrate their grand opening with them! Visit imwireless.net to learn more.



Central Rock Gym Grand Opening, Randolph

Thursday, December 3, 3:00 pm

Join us in celebrating the Grand Opening of new member Central Rock Gym on **Thursday, December 3, 3:00 pm**, located at **445 High Street in Randolph**. Central Rock Gym will be celebrating their new location with a Ribbon Cutting ceremony, followed by free rock climbing, a climbing class, and gear for all attendees. Bring your kids after school to check out their kids play area!

Central Rock Gym exists to provide everyone with a world class indoor climbing, fitness, and community experience through their state of the art facilities, expansive climbing walls, cutting edge fitness equipment, professional yoga classes, and various youth programs and summer camps. Central Rock Gym embraces its role as an integral part of the social fabric of all of their host cities and communities. Learn more at centralrockgym.com.



BUY LOCAL FROM THESE NEW CHAMBER MEMBERS!

Associated Energy Developers



11 Resnik Road, Plymouth
888-800-2381 • www.assocenergy.com

Associated Energy Developers (AED) is a south shore based renewable energy company focusing on commercial and industrial solar and wind projects. Learn how your business can save thousands of dollars a year in this exploding market. Contact us at 888-800-2381, or online at www.AssocEnergy.com

Central Rock Gym



445 High Street, Randolph
781-885-2120 • www.centralrockgym.com

Central Rock Gym exists to provide everyone with a world class indoor climbing, fitness, and community experience through our state-of-the-art facilities, expansive climbing walls, cutting edge fitness equipment, professional yoga classes, and various youth programs and summer camps. It is through these many offerings that our CRG staff and members come together to build a community of climbers and friends.

Atina Asian Bistro



115 South Main Street, West Bridgewater
774-223-5800 • www.atinaasianbistro.com

Atina Asian Bistro is setting a new standard for Asian restaurants. Expect fabulous décor that is sleek and contemporary, friendly service, and a variety of different dining options. Enjoy everything from sushi and Chinese classic dishes to hibachi-prepared dinner with a show. Plus, with a large bar and lounge area complete with TVs, you can still have a great time out even if you're not in the mood for a big meal.

Join the Chamber for Great Benefits!

YOUR BUSINESS PROFILE HERE...

...When You Join the Chamber.
Call Alison at 508.586.0500 x 225,
or email: avandam@metrosouthchamber.com

60 School Street, Brockton • 508-586-0500 x 225
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 Energy Purchasing Programs. Call Alison to learn more today!

METRO SOUTH
Regional Economic Development Organization

Metro South Site Finder

metrosouthsitefinder.com

Search for available commercial sites for purchase or lease in the Metro South region, or list a property!

Towns shown on map: Canton, Braintree, Boston, Duxbury, Framingham, Hingham, Middlesex, Norwell, Plymouth, Quincy, Roxbury, Salem, Weymouth, Wrentham, East Bridgewater, East Weymouth, Halifax, Bridgewater.

When Metro South is Home, Everything's Within Reach

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

Massachusetts It's all here!

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

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

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

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

BUSINESS EVENTS *Planner*

November 9

Pre-Certification Workshop

10:00 am - 12:00 pm

Metro South Chamber of Commerce
60 School Street, Brockton

Anyone interested in applying for certification as a Minority, Woman, and/or Disadvantaged Business should attend this complimentary session. (See p.11)

Cost: Complimentary

Register online at metrosouthchamber.com/calendar

November 12

Ribbon Cutting Ceremony

4:00 pm

Braemoor Health Center
34 North Pearl Street, Brockton

Join Braemoor as they unveil new renovations, host tours, networking, and refreshments. (See p. 11)

Cost: Complimentary

For more information, call 508-586-0500 x231

November 18

102nd Annual Meeting & Expo

10:30 am - 3:00 pm

Massasoit Conference Center
770 Crescent Street, Brockton

EXPO: 10:30 am - 12:00 pm & 1:45 pm - 3:00 pm
Annual Meeting: 12:00 pm - 1:45 pm

Tickets \$100 members, \$135 future-members;
Expo Tables: \$499 members, \$599 future-members
Please RSVP at 508.586.0500 ext. 231

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

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November 20

Ribbon Cutting Ceremony

11:00 am

IM Wireless/ Verizon Premium Retailer
225 Bedford Street, East Bridgewater

IM Wireless will celebrate their new location with a Ribbon Cutting Ceremony, a Store Opening Sale, networking, and more. (See p.11)

Cost: Complimentary

For more information, call 508-586-0500 x231

December 3

Ribbon Cutting Ceremony

3:00 pm

Central Rock Gym
445 High Street, Randolph

Please join new member Central Rock Gym in celebrating their Grand Opening with a Ribbon Cutting ceremony, free rock climbing, gear, & lesson for all! (See p. 11)

Cost: Complimentary

To register, call 508-586-0500 ext. 231

December 17

Good Morning Metro South

7:30 am - 9:00 am

Conference Center at Massasoit
770 Crescent Street, Brockton

Enjoy breakfast and networking at our next Good Morning Metro South program, featuring guest speaker Governor Baker. Sponsored by Cambridge Savings Bank (see p. 11)

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

To register, visit metrosouthchamber.com/calendar