



April
2018

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.



Penny Ramseyer
Page 5



Speaker Robert DeLeo
Page 6



Suzette Waters
Page 7

CONTENTS

Calendar of Events	3
Good News	4
Member Profiles	5
New Members	11
Renewing Members	12

A Taste of Metro South - the Region's Most Anticipated Food Event!

Tuesday, April 24 | 5:30 pm - 8:00 pm at The Shaw's Center

Take Part in the Region's Most Anticipated Annual Food Event!
750 + Potential Customers in Attendance

April 24, 2018 • 5:30 pm - 8:00 pm
The Shaw's Center
One Feinberg Way Brockton

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

Featuring an appearance by our friends at:

Join us for a Taste of Metro South as we return to the Shaw's Center at One Feinberg Way in Brockton. We invite your restaurant to participate in the very popular and highly anticipated Taste of Metro South! 750+ Potential customers in attendance. **Restaurant participation is FREE!**

Metro South is home to a variety of multi-cultural cuisines, unique hidden gems, and fine dining options. A taste of Metro South celebrates these restaurants, placing them in front of local customers and businesses by showcasing their specialties for an audience of up to 500 people. Guests receive delicious samples and a directory of participating restaurants.

This is your opportunity to participate in the premier food and entertainment event of the year while receiving free marketing for your business. For more information please contact Kelly Thompson Clark at KTClark@metrosouthchamber.com, (508) 586-0500 x 229, or visit metrosouthchamber.com/events/taste. Tickets are \$35. *More on page 9.*

Upcoming and/or Past Participants:

- Buffalo Wild Wings
- Christo's To Go
- Epicure Wine Bar/Jazz Club
- Freda's Restaurant
- Hill's Home Market
- Height's Crossing
- JJ's Caffe
- Just Desserts Bakery & Cafe
- Not Your Average Joe's
- Simpson Spring
- Stoneforge Grill
- Texas Roadhouse

Entertainment:

- Brockton High School Jazz Band
- BSU Khakatay Drumming Ensemble
- and more!



*Taste of Metro South images by Stephanie Rose Photography and Rich Morgan Photography.

**Come Celebrate Spring and
Expand Your Network!
Food & Refreshments**

Thursday, April 5



Celebrate Spring with the Chamber at a Business After Hours event at Family and Community Resources, Inc. located at 18 Newton Street in Brockton. Join us for an evening of networking as we congratulate FCR on 50 years of serving people in need within the Metro South Region. Soft drinks, beer, and wine will be served. *Continued on page 2.*

**Call for Small Business
Awards Nominations**

Wednesday, May 16

The Metro South Chamber and Bank of America recognize the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. We welcome you to nominate businesses for the 2018 *Small Business of the Year* and *Entrepreneur of the Year* awards.

Nominating someone is easy!
You may nominate your own business or any other business you deem worthy. For nomination forms, call Kelly at (508) 586-0500 x 229.

You may include any additional documentation that will help illustrate why the business is deserving of the award. Nominees do not need to be members of the Chamber.

Nominations are due to the Chamber by April 6, 2018. Recipients will be announced at the Small Business and Entrepreneur Luncheon, on May 16, 2018. *Criteria and continued coverage on page 2.*



The Enterprise

Celebrate Spring with Food & Refreshments

Thursday, April 5 | 5:00 pm - 7:00 pm



Celebrate Spring with Family and Community Resources Inc.'s 50th Anniversary! FCR has provided the best possible services for people in need. Serving Southeastern Massachusetts, Cape Cod, and the Islands, Family and Community Resources, Inc. offers a variety of community-based services, with a special focus on services for survivors of

domestic violence.

The mission of Family and Community Resources, Inc. is to serve individuals and families whose lives are impacted by trauma at home, school or in their community. FCR, Inc. is committed to providing the highest quality of services including advocacy, support, individual and group treatment, case management and community education and training.

Enjoy refreshments while meeting new contacts in the Metro South community. Tasty spring treats and beer, wine, and soft drinks will be served. Don't forget your business cards! Tickets to this event are complimentary, but please RSVP in advance. Register by emailing your RSVP with your full name and company name to Kelly at KTClark@metrosouthchamber.com.

More Upcoming Spring & Summer Networking

Mark your calendar for upcoming networking events taking place this spring & summer! Enjoy networking, refreshments, and raffles. For more information and to register to attend, visit metrosouthchamber.com/calendar. All take place from 5:00 pm - 7:00 pm.



Tuesday, May 8 | 35 Memorial Parkway, Randolph



For nearly two centuries, Eastern Bank has helped generations of individuals, families, and businesses reach their goals. Their honest values and service that always puts their customers first is how they've grown to be the largest independent mutually owned bank. Learn more at easternbank.com.

Wednesday, May 23 | 6 Harrison Avenue, Abington



Abington Bank is a local bank with local employees, and a strong presence in the community. They've been quietly meeting the financial needs of individuals, families and businesses throughout Eastern Massachusetts since 1888. Visit abingtonbank.com to learn more.

Thursday, July 26 | 8 Island Court, Easton



Check out the brand new upscale community of Water Pointe. Nestled within Queset Commons - a walkable village with abundant opportunities for communing with nature. Water Pointe offers the perfect lifestyle for people seeking city-level luxury and carefree homes at country prices. Visit queset.com/condominiums 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)



Shelley Tierney
OWNER

SERVING AREA BUSINESS SINCE 1975

Small Business Awards Luncheon

Wednesday, May 16 | 12:00 pm - 5:00 pm



The Metro South Chamber and Bank of America recognize the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. We welcome you to nominate businesses for the 2018 *Small Business of the Year* and *Entrepreneur of the Year* awards.

Nominating someone is easy!

You may nominate your own business or any other business you deem worthy. For nomination forms, call Kelly at (508) 586-0500 x 229.

You may include any additional documentation that will help illustrate why the business is deserving of the award. Nominees do not need to be members of the Chamber.

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

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

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

Nominations are due to the Chamber by April 6, 2018. Recipients will be announced at the Small Business Awards Luncheon on May 16, at the Conference Center @ Massasoit. Tickets to the event are \$39 for members and \$49 for future-members and includes lunch. Register online at metrosouthchamber.com/calendar. The Small Business Awards Luncheon & Expo is sponsored by Bank of America and The Enterprise.

Sponsored by:



The Enterprise

Prior Small Business of the Year Recipients

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

Prior Entrepreneur of the Year Recipients

2017 Epicure Wine & Jazz Bar
2016 Elvera's Cafe
2015 The Sound Lab
2014 JJ's Cafe
2013 James Tran, SKY8 Shrimp Farm, LLC
2012 Billy Michaud, Sparky's Import Repair
2011 Al Ata, Elie Baking Corp
2010 Patricia Winberg, Topnotch Design Studio
2009 Michelle Cully, XPressman Trucking & Courier
2008 Robert Monahan, UPPAbaby
2007 Howard Wright, Wright Technology
2006 Rob Peters, Rob Peters Entertainment
2005 Jeffrey Chrzanowski, Spark Street Autobody
2004 Charles Bernard, The DJ Experience
2003 James Messinger, The Crazy Chefs Caterers
2002 Jerome Offutt, Top Quality Staffing
2001 Randy Yanoff, Eye of the Tiger Karate

Business EXPO - Reserve Your Table Top Now!



Promote your company to lots of prospective clients at the 2018 Business Expo presented in conjunction with the Small Business & Entrepreneur Awards event. Businesses' products and services will be featured in this table top Expo. Tables are limited and will be reserved on a first come - first served basis. The cost for an Expo table is \$99 for members and \$149 for future-members. Prices do not include a ticket to the program. Sponsorship opportunities are also available. For more information, call Kelly Thompson Clark at (508) 586-0500 x 229 or email KTClark@metrosouthchamber.com.

BOARD OF DIRECTORS**DIRECTORS****OFFICERS**

Chair of the Board
Gerry Nadeau
Rockland Trust

President and CEO
Christopher Cooney
Metro South Chamber of Commerce

Chair-Elect
Fred Clark
Bridgewater State University

Treasurer
Gregory Hart, CPA
Cohn Reznick

Vice Chair Economic Development
Pat Ciaramella
Old Colony Planning Council

Vice Chair Government Affairs
Ray Ledoux
Brockton Area Transit Authority

Vice Chair Community Affairs
Mahsa Khanbabai
Khanbabai Immigration Law

Vice Chair Membership Development
Friend Weiler
Consultant

Immediate Past Chair
Sue Joss
Brockton Neighborhood Health Center

CHAMBER STAFF

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

Kelly Thompson Clark, IOM
Vice President - Membership Development & Regional Programs x 229

Ann Marrese
Director of Accounting and Finance x 230

Paul Anghinetti - Bank of America

Jason Barbosa - Vicente's Tropical Grocery

Joe Cardinal - National Grid

Joseph Casey - HarborOne Bank

Michele Cinquegrano - Verizon

Peter Dello Russo - Bridgewater Savings Bank

Nelson Fernandes - JJ's Caffè

Kim Hollon - Signature Healthcare

Richard Hynes - Barbour Corporation

Jeni Mather - J.M. Pet Resort

Jim Murphy, LSP - Tracey Environmental, LLC

Matthew Osborne - Eastern Bank

Jonathan "Jay" Pike - Sharkansky, LLP

Andrew Raczka - Abington Bank

Albert Senesie - Victory Human Services

Kathleen Smith - Brockton Public Schools

George Spiliotis - Crown Linen

Lisa Stratton - The Enterprise

Peter Vlaco - Brophy & Phillips Company, Inc.

(508) 586-0500 Front Desk x 221

Emma Stratton
Communications Coordinator x 222

Doris Flecchia, RSVP - Office Manager
Front Desk x 225

Rohith Uppala, Technology & Programs
Graduate Intern x 228

Newsletter Written & Designed by Emma Stratton

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.

Metro South Chamber of Commerce

Sixty School Street, Brockton, MA 02301-4087

tel.: (508) 586-0500

fax: (508) 587-1340

info@metrosouthchamber.com

www.metroouthchamber.com

ACTION Report Volume 18- Issue 4

(USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087. Periodical Postage Paid at Brockton, MA.

POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087

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

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

Networking at Events

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

April

4 Ambassador Meeting 8:00 am

5 Business After Hours 5:00 pm
Family and Community Resources, Inc. 18 Newton Street, Brockton

24 Taste of Metro South 5:30 pm
The Shaw's Center, One Feinberg Way, Brockton

May

2 Ambassador Meeting 8:00 am

8 Executive Board Meeting 3:00 pm

8 Business After Hours 5:00 pm
Eastern Bank, 35 Memorial Parkway, Randolph

16 Small Business Awards Luncheon & Expo
Massasoit Conference Center, 770 Crescent Street, Brockton
Small Business Expo 10:00 am
Luncheon and Awards Ceremony 12:00 pm

18 Small Business Lending Lunch & Learn 12:00 pm

23 Board Meeting 12:00 pm

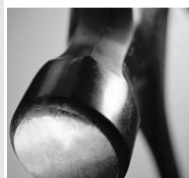
23 Business After Hours 5:00 pm
Abington Bank, 6 Harrison Avenue, Abington

June

4 Flag Day

5-7 Membership Drive TBD
Ambassador Meeting to take place during Membership Drive on June 6

15 ATHENA Awards 5:00 pm

**Impact.**

It takes the right tools to start or grow a business. And it takes customers to keep business growing. The Metro South Chamber of Commerce builds strong businesses and communities by connecting you to new customers and suppliers, as well as to those who influence the local economy and quality of life.

Access to the right tools. One more way the Chamber makes an impact.



To join the chamber call 508.586.0500 or visit www.metroouthchamber.com

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

GOOD News

Bridgewater Savings Welcomes John Decker
John Decker has joined Bridgewater Savings Bank as Vice President and Commercial Loan Officer. Decker has over 29 years of experience in the banking industry and building strong relationships with his customers. His most recent employment was as Vice President Commercial Lending at Dedham Institution for Savings. John partners with his clients to help them meet their business banking needs. "John's experience has equipped him with a deep understanding of the banking industry, and helped him develop impeccable relationship management skills," said Peter Dello Russo, Bridgewater Savings President and CEO. "John has excelled in his career and we are pleased to welcome John to Bridgewater Savings."

Fuller Craft Museum Current Exhibition: "Mindful: Exploring Mental Health Through Art"
Mindful: Exploring Mental Health Through Art investigates the topics of anxiety, depression, suicidal thoughts and tendencies, and PTSD through craft expression. The exhibition explores the impact that mental illness has on society, and how the arts can encourage positive self-expression and guide effective mental health promotion and treatment. The project also examines links between mental disorders and artistic tendencies through the inclusion of artworks made by those who have been diagnosed with mental illnesses and those who have not. This traveling exhibition was organized by the Society for Contemporary Craft in Pittsburgh, PA. This exhibition is on view to the public at The Fuller Craft Museum, located at 455 Oak Street, Brockton until April 22, 2018.

Steward Health Care to Host 2nd Annual "EMS Stewards of the Community" Awards
In celebration of National Emergency Medical Service (EMS) week, Steward Health Care System will host the 2nd Annual "EMS Stewards of the

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

Community" Awards Ceremony on May 22 at The Tirrell Room in Quincy, MA. Boston-based Steward, which operates ten hospitals across Massachusetts, will recognize several Emergency Medical Services (EMS) providers for going "above and beyond" in their interactions with patients at each of Steward's community hospitals. To nominate an EMS provider in your community for an "EMS Stewards of the Community" award, go to www.info.steward.org/emsaward2018.html. Nominations must be received by Friday, April 27, 2018.

Massasoit Community College Theatre Company presents Heathers the Musical
The Massasoit Theatre Company Student Ensemble will showcase *Heathers: The Musical*, a rock musical comedy based on the 1988 cult film *Heathers* deals with issues of teen suicide, murder, bullying, and violence. Performances will be held at the Buckley Performing Arts Center at Massasoit Community College, located at One Massasoit Blvd. in Brockton. Shows will run April 7 & 14 at 8:00 pm, and April 8 & 15 at 3:00 pm. Tickets are \$16 for seniors and students, and \$18 for the general public. Tickets are available at massasoit.edu/boxoffice

2nd Annual Open Mosque Day
Sunday, April 8, 2018. The Islamic Center of New England cordially invites you to meet your Muslim Neighbors. Come join in conversation, ask Imams and leadership questions and learn more about the Muslim faith. Offered in both Quincy (470 SOUTH ST QUINCY MA 02169) and Sharon (74 CHASE DRIVE SHARON MA 02067) Mosques. All are welcome, refreshment will be served.

Trinity Management Blood Drive
Trinity Management is having a Blood Drive on Thursday, April 12, 2018 from 9:00 am - 3:00 pm in the Brigham and Women's Hospital Blood Mobile in the parking lot at 50 Centre Street, Brockton. Walk-ins welcome, or make

an appointment by logging on to tinyurl.com/TrinityMGMT2018.

An Evening with Frederick Douglass
Thursday, April 12, 2018. Mr. Frederick Douglass, as portrayed by renowned actor and historian Charles Everett Pace, will visit the Brockton War Memorial Building and address the community. His topics will include his relationship with William Lloyd Garrison, the Massachusetts Anti-Slavery Society, and the abolitionists of Brockton. His portrayal and presentation will be followed by a question and answer period and light refreshments. Free - but as seats are limited an RSVP to fdnabrockton@gmail.com is required. Part of the Bicentennial Celebration of Mr. Douglass' birth - 1818 to 2018. At the War Memorial Building, 156 West Elm Street, Brockton MA. Visit www.douglassbrockton.org or the Frederick Douglass Neighborhood Association Facebook page for details.

Good Samaritan Medical Center Names Wound Center Medical Director
Good Samaritan Medical Center has named Noah Rosen, MD RPVI (Registered Physician in Vascular Interpretation) as the Medical Director of the Center for Wound Care and Hyperbaric Medicine. Dr. Rosen began in March and will be located at the Center for Wound Care at 909 Sumner Street, Stoughton MA. Noah Rosen, MD is an accomplished vascular surgeon with a history of distinguished leadership in vein care. He joins GSMC from Anna Jaques Hospital, Newburyport, MA, where he served as a Complex Wound Care Surgeon and Hyperbaric Medicine Specialist.

OCES Contributes \$2,000 to Social Work Scholarship Fund for BSU Students
In celebration of National Social Work Month, Old Colony Elder Services donated \$2,000 to the Edward T. Donovan Memorial Social Work Scholarship Fund for Bridgewater State University students pursuing a career in social work. OCES also held a food drive for The Charity Guild in support of local community members.

BSU Wind Ensemble in Concert
Thursday, April 5th at 8:00 pm at the Rondileau Campus Center Auditorium. Join the BSU Wind Ensemble for a concert celebrating the 100th birthday of Leonard Bernstein featuring Overture to Candide. Other masterworks will include Ives' Variations on America, Dello Joio's Fantasies on a Theme by Haydn, and much more! Contact Donald Running for more information via drunning@bridgew.edu.

YMCA Spinathon Draws 800 Participants and Raises More Than \$234,000 for Children and Families

Spread over seven different sites throughout Southeastern Massachusetts, the Y's Spinathon event was its biggest yet. Old Colony YMCA's 8th Annual Spinathon raised more than \$215,000 on Saturday to support children and families in the community. The sprawling event drew 800 participants from dozens of area communities, including some "virtual riders," to seven Y locations (Brockton, East Bridgewater, Easton, Middleboro, Plymouth, Stoughton, Taunton), where they rode in synchrony throughout the day to support the Y's Annual Campaign. The Annual Campaign ensures YMCA programs, memberships, and camp experiences are accessible to everyone regardless of financial means by providing scholarships and assistance to those who need it most. "The Annual Campaign helps to support the Y's charitable mission and the work we're doing in the community every day," explained David Hyman, Senior Vice President of Mission Advancement. "Without the funds we raise at events like the Spinathon, thousands of children and families would be unable to take advantage of the great programs and services the Y has to offer." Programs supported by the Annual Campaign include LIVESTRONG® at the YMCA for cancer survivors, swim lessons and water safety, Y-Ability adaptive programs, summer camp, diabetes prevention, childcare, mentoring, mental health, and much more.

Health Care Matters

Good Samaritan Medical Center Welcomes Orthopedic Trauma Specialist

Good Samaritan Medical Center welcomes Orthopedic Trauma Surgeon Hans Van Lancker, MD, FRCS to its medical staff and Level III Trauma Program. Dr. Van Lancker joins Good Samaritan Medical Center as the Chief of Orthopedic Trauma for Steward Health Care Network. Dr. Van Lancker earned his medical degree from the

Alpert Medical School at Brown University in Providence, Rhode Island and completed a Harvard Orthopaedic Trauma fellowship at Mass General Hospital and Brigham and Women's Hospital. He completed his residency in orthopaedic surgery at the McGill University Health Centre in Montreal, Canada. As a Fellow of the Royal College of Physicians and Surgeons of Canada, Dr. Van Lancker

oversaw the annual player physicals and orthopaedic clinic treatment of the Montreal Canadiens NHL Professional Hockey Team from 2010 to 2015. "We are thrilled to welcome Dr. Van Lancker to our medical staff," said Harrison Bane, President, Good Samaritan Medical Center. "His experience and leadership will prove to enhance the expert level of care we currently offer in our Trauma program as well as our

Orthopedic Center of Excellence." Good Samaritan Medical Center utilizes advanced technology throughout the hospital, the implementation of which is a focus of Dr. Van Lancker's, who has pioneered the use of new technologies during surgery. He is currently seeing patients who are admitted through Good Samaritan Medical Center's Level III Trauma Program and at the Bone and Joint Center at St. Elizabeth's Medical Center.

Sponsored by:  Good Samaritan Medical Center

Member Profile - Harbor Health



Harbor Health Elder Service Plan, Brockton Location

Program of All-Inclusive Care for the Elderly now available in Brockton at the Corner of Torrey and Pearl Street.

For the last 21 years, Harbor Health Elder Service Plan has delivered a Program of All Inclusive Care for the Elderly (PACE) in the Greater Boston and recently Southeastern Massachusetts areas. A program of comprehensive, personalized healthcare services developed to meet the needs of older adults with chronic medical conditions and their caregivers. Our mission is to help keep older adults healthy while experiencing personal independence living in their own homes and communities.

Older adults, age 55 years and up, with chronic medical conditions making it challenging to live at home safely, may qualify for the program. With the addition of our second PACE location in Brockton, our service area now includes 18 cities and towns in Plymouth and Bristol County.

For more information, visit their website at www.elderserviceplan.org or call (774) 470-6700.

ATHENA Award - Call for Leadership Nominations

On June 15, the Metro South Chamber of Commerce and Eastern Bank will present the 19th Annual **ATHENA Award** to an exceptional individual who has achieved excellence in their business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

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

To nominate an individual for an ATHENA Award, or for more information please contact Kelly Thompson Clark at (508) 586-0500 x 229 or email at KTClark@metrosouthchamber.com. Learn more online at metrosouthchamber.com/events/athena.



Sponsored by: Eastern Bank The Enterprise

MSCC Communications Coordinator - Published!



Emma with part of her photographic series, "The Temporary State of Everything" at The Providence Center for Photographic Arts.

The Chamber's own Communications Coordinator, Emma Stratton is set to have her photographic series, *The Temporary State of Everything* published in Volume 15 of Bridgewater State University's Student Journal of Fine Arts and Literature, *The Bridge*. In addition to being chosen for publication, Emma will receive a Bridge Award and be awarded \$200 to applaud her outstanding work.

Emma said, "This is so much more than I ever anticipated. I've always wanted

to have my work published in *The Bridge* and would have been excited to just have one piece included. To have my senior series published and receive an award truly warms my heart. I'm so grateful for these accolades." You can read about Emma's conceptual photography series and see more of her work online at emmastratton.myportfolio.com



"The Temporary State of Lollipops", 2017

Connemara Senior Living Campello: Open House



As of March 1, 2018, Ascentria Care Alliance transitioned ownership of Emmanuel House Residence in Brockton to Connemara Senior Living. John Burke is the new executive director. Join Connemara Senior Living Campello for a weekend of Open Houses! **Saturday, April 7th and Sunday April 8th from 11:00 am - 2:00 pm.** Connemara offers an exceptional residential experience for seniors. Visit their spacious apartments and learn about their full range of community amenities waiting just for you! Features of Connemara include studio, one & two bedroom layouts, secure garage parking, outdoor courtyard, private in-unit bathrooms, 24/7 reception & security, and more. For more information, call (508) 588-5334.

Chamber Ambassador Returns, Penny Ramseyer

The Chamber is happy to welcome back a former Ambassador, Penny Ramseyer of ADT / Protection 1. Penny is a sales professional and has served several businesses within the Metro South region. Her current position, Commercial Security Consultant, allows her to work closely with commercial building and business owners who want the best solution to providing security solutions. Penny hold a degree in marketing from the University of Louisiana at Lafayette. The Chamber of Commerce Ambassador Team is made up of dedicated volunteers who assist potential, new and existing chamber members with making the most of their chamber membership while also expanding their own sphere of influence and network. To learn more about joining this extraordinary Ambassador Team, contact Kelly Thompson Clark at (508) 586-0500 x 229 or email KTClark@metrosouthchamber.com.



Chamber Ambassador Penny Ramseyer of ADT | Protection1.

Athena Lavoie Accepts New Position in Rhode Island



Athena Lavoie, former Chamber Director of Programs and Events

Chamber Director of Programs and Events Athena Lavoie has accepted a new position at Butler Hospital in Providence, Rhode Island as Outreach Coordinator where she will serve as the primary liaison between the Memory and Aging Program and primary care physicians, community-based providers and support organizations. She will also increase referrals for pre-clinical and early Alzheimer's disease research programs.

Athena served the Chamber for over three years working hard to plan, organize, and manage all chamber events and ensure everything was seamless. We congratulate her on her move and wish her well.

EVP Kelly Thompson Clark will replace Athena for programs already scheduled. Kelly can be reached at (508) 586-0500 x 229 or via email, KTClark@metrosouthchamber.com

Chamber Welcomes Back Ann Marrese

The Chamber is pleased to welcome back Ann Marrese as Director of Accounting/Finance. Ann has served in many accounting roles at various businesses and non-profit organizations in Massachusetts and Florida. Ann served as accountant/controller of the Metro South Chamber of Commerce from 1998-2005 after being hired by the Chamber. Ann holds a degree in Accounting from Southern New Hampshire University where she graduated with honors. She is a resident of Easton. "We are delighted Ann has returned to the chamber in this capacity.

Her experience and skills will allow her to hit the ground running. We look forward to her reconnecting with our members, many of whom she is familiar with, having served the chamber and lived in the Metro South Region for most of her life," said Chris Cooney, president and CEO.



Director of Accounting & Finance, Ann Marrese

Speaker of the House Robert DeLeo Talks Education Funding, Revenues, Region



(From left to right) Bill Mitchell, Massasoit Community College; Bill Carpenter, Mayor of Brockton; Gary Cassidy, State Representative; Sue Joss, Brockton Neighborhood Health Center; Claire Cronin, State Representative; Robert DeLeo, Speaker of the House; Gerard Nadeau, Rockland Trust; Fred Clark, Bridgewater State University; Michelle DuBoise, State Representative; Michael Brady, State Senator; Ray Ledoux, Brockton Area Transit; Christopher Cooney, Metro South Chamber of Commerce.

On Tuesday, March 20, the Chamber hosted over 200 business leaders and elected officials at the Rondileau Campus Center Ballroom at Bridgewater State University for the Annual Legislative Luncheon. Attendees of the luncheon had the opportunity to hear from Speaker of the House, Robert DeLeo and his thoughts on education funding formula shortfalls for Brockton and similar cities in Massachusetts. Mayor Bill Carpenter and Superintendent, Dr. Kathy Smith impressed upon the Speaker the importance of adjusting the funding formula in the interest of providing enough resources for sustainable education environment in gateway cities. Increasing numbers of school age children in cities, especially those who may require English language and support services, are creating a fiscal strain while these same schools are losing revenues due to various new state and federal programs. Speaker DeLeo confirmed he heard the Mayor and Superintendent loud and clear. He went on to talk about the strong economy and positive revenue projections for the fiscal year ending in June of 2018. He also stated his high regard of our elected representatives in the region and his commitment to bolstering efforts of the Chamber and others around regional economic development initiatives. The Speaker agreed to be interviewed after and was by the Chair of Government Affairs, Ray Ledoux of BAT.

In addition to the Legislative Luncheon, in celebration of National Social Work Month, Old Colony Elder Services donated \$2,000 to the Edward T. Donovan Memorial Social Work Scholarship Fund for Bridgewater State University students pursuing a career in social work. OCES also held a food drive for The Charity Guild in support of local community members. Bridgewater State University President Fred Clark accepted this generous contribution from Old Colony Elder Services CEO, Susan Willis.

The legislative Luncheon was recorded by Brockton Community Access. Check BCATV.org for details. Thank you to our hosts and sponsors: Bridgewater State University & Massasoit Community College.



Fred Clark, President of Bridgewater State University; Susan Willis, Old Colony Elder Services



Speaker of the House, Robert DeLeo; Mayor of Brockton, Bill Carpenter



Fred Clark, President of Bridgewater State University



Bill Mitchell, Interim President of Massasoit Community College



Over 200 people attended the Legislative Luncheon at Bridgewater State University to hear Robert DeLeo speak.



Sue Joss, Brockton Neighborhood Health Center



Mayor of Brockton, Bill Carpenter



Claire Cronin, State Representative




Speaker of the House, Robert DeLeo



Ray Ledoux, BAT; Speaker of the House, Robert DeLeo



Peter Neville, Concord Foods, LLC; Ray Ledoux, BAT; Gerry Cassidy, State Representative; Michael Kane, Columbia Gas of Massachusetts



HOLMES-McDUFFY FLORISTS, INC.

Offering Elegant Floral Designs for all occasions including Weddings, Sympathy, Birthday, Anniversary, New Baby and more

Since 1927

3rd Generation Family Owned & Operated

Think Spring

- Daily Prompt Deliveries to Brockton and 13 Surrounding Towns or Anywhere in the world

110 North Leyden Street
Brockton, MA 02302
508-586-2000
www.holmesmcduffy.com

All Major Credit Cards Accepted



Proud member of the **teleflora** network

Thank you for voting us **#1 Florist Brockton**

Joe Madaio Speaks to DBA at Chamber



Joe Madaio, Homebuyer Coordinator of NeighborWorks Southern Mass

Joe Madaio of NeighborWorks SOUTHERN MASS with offices in Quincy, Brockton and New Bedford recently spoke to the Downtown Brockton Association. NeighborWorks is a partnership of residents, businesses and local government dedicated to creating housing opportunities to stabilize local communities.

Joe highlighted the many services offered at their three locations. He emphasized the importance of counseling people and families toward more stable and sustainable housing options.

Programs offered include: Financial Power Program, Homeownership Education, Landlord Training, Real Estate Services, Reverse Mortgage Counseling, Down Payment and Closing Cost Assistance, Renovation, Repair and Rehab Loans, Foreclosure Prevention Counseling, Veteran Services, Free Tax Preparation, and Housing Development.

NeighborWorks SOUTHERN MASS is a leading nonprofit developer of housing for low-income families, veterans, people with disabilities and formerly homeless individuals. They believe that affordable housing and stable neighborhoods help individuals and families realize their full dignity and potential. Their mission is to create housing opportunities by educating first time home buyers, developing affordable housing for those in need, and offering counseling and services to help people stay in their home. For more information visit www.nwsoma.org or call (617) 770-2227.



DCAMM Contractor Certification Workshop



The Division of Capital Asset Management and Maintenance (DCAMM) held a newly redesigned Certification Workshop at the Chamber on Thursday, March 15 where they assisted the MBE/WBE

and Small Construction companies in becoming DCAMM-certified. Their program covered the DCAMM Certification Online Application requirements and the process for becoming certified as a Prime Contractor, A Small Prime Contractor and a Filed Sub-bidder for those parties interested in bidding on M.G.L. Chapter 149 and 149A vertical building construction work in the Commonwealth.

DCAMM is responsible for capital planning, public building construction, facilities management, and real estate services for the Commonwealth. Their job is to work with state agencies to create and manage forward-thinking, sustainable buildings to meet the needs of the citizens they serve. They partner with fellow agencies to help them meet their strategic needs with fiscally responsible building and real estate solutions.



Suzzette Waters, Certification Public Information Manager, DCAMM

The Chamber is grateful for DCAMM's support in giving local business the tools needed to complete their DCAMM online application. For more information email info.dcammm@state.ma.us or go online to www.mass.gov/orgs/division-of-capital-asset-management-and-maintenance.

Studenski Honored for Years of Service



Senator Michael Brady, and former Brockton Police Chief Paul Studenski of City Council

Former Brockton Police Chief Paul Studenski has retired from the City Council after serving six two-year terms. On Tuesday, March 27, he was honored by the Campello Business Association for his years of dedication and commitment to Campello and the City of Brockton. A full room was on hand to pay tribute to the former police chief. Chamber president and CEO, Chris Cooney, Campello Business Association President, Jim Benson and Cape Cod Café owner, Jonathan Jamoulis all

expressed appreciation for Studenski, calling particular attention to his ability to so often gain consensus and arrive at compromise when pursuing public policy. In addition, State Senator Mike Brady and State Representative Gerry Cassidy presented Studenski with official citations of appreciation from the State House as well as an American flag recently flown over the state house. Studenski spoke briefly of his affection for Campello and the city of Brockton. He reminded all in attendance that his service to the community would continue as a private citizen and that he looked forward to it in the time ahead.



Owner of Cape Cod Cafe, Jonathan Jamoulis and former Brockton Police Chief Paul Studenski of City Council



State Representative Gerry Cassidy, and former Brockton Police Chief Paul Studenski of City Council

Looking for a new perspective on *Your Business?*

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

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

To get started: Visit our website or Call 800.356.8622

BridgewaterSavings
UNCOMMON BUSINESS BANKING

bridgewatersavings.com/business



Member FDIC Member DIF
An SBA Preferred Lender



Equal Housing Lender



Free Tax Preparation for Brockton Households



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

There will be Free Tax Preparation for qualified individuals from February 3rd - April 9th. (No taxes on Monday, February 19th or Saturday, March 17th.) Locations and times scheduled are as follows.

Mondays from 4:00 pm - 7:00 pm at the Brockton Public Library, 304 Main Street, Brockton.

Wednesdays from 5:00 pm - 7:00 pm at the Randolph Intergenerational Community Center, 128 Pleasant Street, Randolph.

Saturdays from 10:00 am - 1:00 pm at Massasoit Community College, One Massasoit Boulevard, Brockton.

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

For details on required documents, limitations, and eligibility, please call NeighborWorks in Brockton at (617) 770-2227.

Massachusetts Small Business Day on Beacon Hill

To ensure your voice as a job creator is heard, NFIB and ally business organizations will host a Small Business Day on Beacon Hill as an opportunity to educate policy makers on the effects of legislative proposals that increase the cost of doing business and prevent your business from growing and creating more jobs. **Tuesday, April 10 from 9:30 am - 12:00 pm** at the Omni Parker House Hotel, 60 School Street, Boston, MA 02108.



This year alone Massachusetts small businesses potentially face:

- 26 weeks of paid medical leave and 16 weeks of paid family leave (partially employer funded)
- \$15 minimum wage
- A 4% income tax surcharge for pass-thru entities
- A newly imposed MassHealth assessment
- Double-digit health care premium increases
- Highest in the nation energy costs

The agenda will include guest speakers, an update on key legislation from our expert panel, a chance to provide feedback to key legislators, and meet with your elected officials. Registration will begin at 9:30 a.m. with program to follow shortly after. Registration is free for all Massachusetts small business owners, guests are welcome. For more information and/or to RSVP, email Casey.Flanagan@NFIB.org

2nd Annual Brockton Area Construction Career Day



BAWIB & YouthWorks are excited to present the 2nd Annual Brockton Area Construction Career Day on **Thursday, May 3rd** at the

Brockton Fairgrounds. Last year's inaugural event generated such positive feedback and response, and we are thrilled to again partner with a number of area high schools to put forth this unique opportunity for their vocational program students. This year we have invited even more schools to join us and we anticipate another great turnout of exhibiting local companies and organizations. Brockton Area Construction Career Day will give area high school students an exciting, immersive opportunity to learn about career pathways in many varied construction related industries. Incorporating hands-on activities and live demonstrations, professionals from a wide variety of these industries are available to answer questions and give students a taste of what it could be like to work in their respective fields. To learn how to exhibit and participate, or for sponsorship or volunteering opportunities, call John Nesti at BAWIB. (508) 584-3234, or email JNesti@BAWIB.org.

2 Free Vendor Workshops: SDO & COMMBUYS

The Metro South Chamber of Commerce will sponsor two free vendor workshops in April and May given by the Operational Services Division (OSD) and hosted at Crescent Credit Union, located at 115 Commercial Street, in Brockton.



The first workshop will be held on

Monday, April 30th from 10:00 am - 12:00 pm. This free Supplier Divertisty Office (SDO) Pre-Certification workshop is designed for businesses that are interested in learning how to apply for SDO certification. To apply for certification as a Minority, Woman, Veteran, and/or Disadvantaged Business Enterprise, attending this Pre-Certification Workshop is required. Get information on how to begin the certification process. Certification may help you to:

- Become more marketable for government entities
- Learn about new government bidding opportunities
- Create Business to Business (B2B) partnerships
- Visit bit.ly/2o9KNhN to register

The second workshop will be held on **Monday, May 7th from 10:00 am - 12:00 pm.** This free workshop is designed for businesses that are interested in learning how to do business with the State. During this workshop participants will learn:

- About the bidding process and where to find bidding opportunities
- The basics of COMMBUYS, the Commonwealth's online Market Center
- How to market to public entities (including state and local agencies)
- About our Small Business Purchasing Program and SDO Certification
- Visit bit.ly/2BvcTfX to register

For more information, contact the OSD Training Department, located at One Ashburton Place, Suite 1017 in Boston. Call (617) 720-3300 or email osdtraining@state.ma.us

Calling All Businesses; Support Career Day



Announcing the 21st Annual Connecting Activities Career Day presented by the Brockton Area Workforce Investment Board and supported by the Metro South Chamber of Commerce. As last year, it has been decided to continue the Career Day as a mini conference to include career readiness breakout sessions for the high school students. This initiative is designed as an opportunity to build stronger connections between schools, businesses and the community. The event, which will be held

on **Wednesday, April 4, 2018 from 8:00 am to 1:00 pm** at the Boys & Girls Club of Brockton, will provide high school students with the opportunity to explore careers in the following areas:

Agriculture, Education and Human Services, Finance, Business Management, Sales and Marketing, Manufacturing and Construction Trades, Information Technology, Arts, Media & Communication, Cosmetology, Armed Services, Health and Science, Government, Court System and Law Enforcement, Travel/Hospitality, Retail, Animal Care, and Architecture.

Each business will be provided with a display table. When developing your presentation, be mindful that this is not a job fair but a career awareness activity and our intent is to provide students with information about careers in a variety of areas. For more information, please contact Nicoline Batista at nbatista@bawib.org or (508) 584-9800 x23.

Spring Job Fair Hosted at Massasoit

Massasoit Community College is scheduled to host a Spring Job fair on **Wednesday, April 4th from 10:00 am - 1:00 pm** in the Student Center of Brockton Campus, One Massasoit Blvd. Students, alumni, or members of the community may attend. Companies will be recruiting for full-time, part-time, and internship positions. This fair is an excellent opportunity for career explorers. Business attire and a resume will be required for admission. Contact Career Services at (508) 588-9100 x 1406 or Kathryn Pryles at (508) 588-9100 x 1407 for details.



26th Annual TASTE OF METRO SOUTH

Tuesday, April 24th
The Shaw's Center

One Feinberg Way, Brockton, MA

TICKETS AVAILABLE AT WWW.METROSOUTHCHAMBER.COM

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

Call Kelly, (508) 586-0500 x 229 for tickets and more information.

Like us at 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 Kelly Thompson Clark at (508) 586-0500 x 229 or email KTClark@metrosouthchamber.com. Download the vendor application and see photos from last year at metrosouthchamber.com/events/taste.

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

Let us know! Call Kelly at (508) 586-0500, x 229.

SPONSORS

**BC
TENT
&
AWNING
CO., INC.**

B21
Brockton 21st
Century Corporation

Crescent
CREDIT UNION

ROCKLAND
TRUST
BANK

Eastern Bank

**50
YEARS**

**AMAZING PEOPLE
CARING
FOR OTHERS**
Good Samaritan
Medical Center
A STEWARD FAMILY HOSPITAL

Steward

**SIGNATURE
HEALTHCARE**
The mark of personal care™

LAMAR

The Enterprise

**ROB PETERS
ENTERTAINMENT**

BCA

**BOSTON
Masspass**

SIGNDESIGN

**RICHMORGAN
PHOTOGRAPHY**

Promote Your Business at Taste of Metro South

Tuesday, April 24 - Sponsorships Available Now

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 Kelly Thompson Clark. Call (508) 586-0500 x 229, or email KTClark@metrosouthchamber.com.

Join the Chamber, \$1,000 in Incentives

Becoming a member of the Metro South Chamber of Commerce provides your business opportunities to accelerate its growth. When you join the Chamber, you become a leader within the business community and a member of the region's most dynamic advocacy organization. Membership means potential new business prospects, new savings, access to valuable resources and information, a variety of marketing opportunities, and more, for you and your business. Chamber membership is affordable no matter how small your business, and it provides your business with tremendous opportunity.



Join During This Spring Promotion to Receive:

- FREE** Member Listing in the Action Report newsletter (distributed to over 30,000)
- FREE** Member Profile in Action Report newsletter, distributed through *the Enterprise*
- 2 FREE** Listings in the 2017 Book for Business
- FREE** 2016 Book for Business
- FREE** Chamber Business List in Excel or mailing labels, \$150 value
- FREE** Enhanced member listing on the Chamber website with hotlink to website
- FREE** admission to your first 2 Business After Hours networking events
- FREE** admission to ATHENA Awards Program, \$35 value
- FREE** access to members-only page of website to post discounts, events, and more
- FREE** opportunity to promote company at event share tables and at the Chamber
- FREE** opportunity to promote company in the Action Report and the e-Update
- FREE** business workshops
- Health Insurance Opportunities, Energy Power Purchasing Program, and savings
- And More!!**

= OVER \$1,000.00 IN PROMOTIONAL BENEFITS

(Base Rate is \$300 + \$5 per full time employee)

For more information or to set up an appointment, contact Kelly Thompson Clark at (508) 586-0500 x 229 or email KTClark@metrosouthchamber.com. You can also find more information on our website at www.metrosouthchamber.com.

Taste of Southeastern Technical Institute



The Culinary Arts department at Southeastern Technical Institute presents the *3rd Annual Taste of STI* to take place Tuesday, April 10th from 5:30 pm - 7:30 pm at Southeastern Technical Institute, 250 Foundry Street in South Easton. Sample food and beverages from 20+ local restaurants and enjoy demonstrations by the STI Cosmetology Program. Purchase tickets online at www.STITECH.edu at \$10 per person. All proceeds to benefit students through the Southeastern Regional School Foundation. Celebrate the 50th Anniversary of STI at this food event!

Annual Brockton High School Spring Concert



Presenting, Emmy Award-Winning composer Randy Klein's world premiere of *Brockton: a Musical and Visual Journey* performed by the Brockton High School Advanced Concert Band under the Direction of Vincent Macrina. Wednesday, April 4 at 7:00 pm in the B.H.S. Nelson Auditorium. Come early to view historical Brockton images and artifacts generously displayed by the Brockton Historical Society in the choral room

The three movement work titled "Brockton" will encompass the pulse of the city's past, present, and future. Movement one, Shoe Town will pay tribute to its early immigrants. Movement two, City of Champions, will be dedicated to the many native Brocktonians who went on to be Champions of our world. Movement three, A New Diversity, will celebrate Brockton's growing worldwide demographic. Tickets are \$4 and are available at the BHS Main Office and will also be available at the door.

Contact Brockton High School Music Department at (508)580-7656 for more information.

3rd Annual Cinco de Mayo Celebration of Women



Save the date! Friday, May 4th from 6:00 pm - 10:00 pm at Thorny Lea Golf Club. 159 Torrey Street, Brockton, MA 02301. Mexican food & drink! Silent & Live Auctions! Entertainment! Visit www.fcr-ma.org for more information.

OCES Moving Heels for Meals on Wheels: 5K



Providing services to the community since 1974

5K Road Race and Walk, Sunday, April 29th. Start at 9:00 am at Silver Lake Regional High School, located at 260 Pembroke Street in Kingston. Free T-shirt, refreshments, gift bags, and a wonderful time for the whole family to come out and support a great cause-helping OCES deliver 1,600 nutritious meals a day. Tickets are \$25 for adults, \$20 for students age 11-18, \$15 for children under 10, and kids in carriages are free. Are you creative? Prizes will go to the best costume worn to a child under 12 that best represents the Meals on Wheels/Healthy Nutrition Program. To register, visit www.southshoracerace.com.



Meals on Wheels

Old Colony Elder Services

Must-Watch Trends for Small Businesses in 2018

"For many entrepreneurial individuals, the change of the calendar year presents the helpful push needed to launch a new business. If you're thinking about starting a small business in 2018, you aren't alone. In fact, an estimated 42 million small businesses will be in operation in the U.S. by 2026." (Chriss, Alex).

1. Artificial Intelligence is a Friend, not a Foe

While previously viewed as territory best left to the tech titans with vast amounts of customer data, artificial intelligence is now accessible to even the smallest of businesses through third-party tools. In 2018, more small business owners will embrace AI as an important competitive tool, using it to automate mundane administrative tasks, unlock customer insights, and much more.*

2. Fluid Workforces on the Rise

The rapid rise of the contingent workforce of freelancers and other on-demand talent is making a big splash in the small business world. Increasingly, small business owners are turning to on-demand workers instead of hiring full-time employees to handle project needs because of the incredible flexibility it affords. Businesses can easily scale up or down based on demand. Moreover, a variety of tech tools and platforms has made finding and hiring these workers painlessly simple.*

3. Niche Markets Rule

Consumer interests and appetites have long been marching away from the mainstream and directly into fine-tuned niche markets. Millennials in particular, with \$200 billion in annual buying power, are passionate about their niche brands, driving the growth of things like microbrew beer and artisan coffee over the big names that have dominated for decades.*

4. Digital Payments

Our transition to becoming a cashless society has been underway for decades, with smartphone-based payment systems only hastening the trend that started with credit cards in the 1960s. There's no slowing down: from 2012 to 2015, the number of non-cash payments increased at an annual rate of 5.3 percent.*

5. An Increase in Crisis Preparation

From Hurricane Harvey, to the California wildfires, the natural disasters of 2017 were a wake-up call to many who were unprepared for Mother Nature's wrath. An estimated 25 percent of businesses never reopen again after a major disaster, and more than half of small business owners say they aren't prepared for the data loss associated with a disaster.*

Starting and running a small business can be difficult! Many organizations exist to provide you with the information and advice you're looking for. However, it can be difficult and confusing to get this information. Wouldn't it be great if all the help you needed was gathered together for you under one roof? It is and it's called the Metro South Business Assistance Center (BAC)! The Metro South Business Assistance Center is a joint venture between the U.S. Small Business Administration, the Metro South Chamber of Commerce, the Service Corps of Retired Executives, the Massachusetts Small Business Development Center Network, Fleet Bank and twenty-seven other companies and economic development organizations. Go online to www.scorema.org, call (508) 586-0500, or email info@metrosouthchamber.com to make an appointment.

*Article excerpted and quoted from Chriss, Alex. "Must-Watch Trends for Small Businesses in 2018 (and Beyond)." QuickBooks, 22 Dec. 2017. quickbooks.intuit.com/blog/thought-leadership/must-watch-trends-small-businesses-2018-beyond/.

Brockton Neighborhood Health Center: 6K



The 10th Annual BNHC 6K (3.75 mile) Road Race and Walk is a fitting way to welcome in spring! A fast course with just one hill (Tower Hill), over paved, traffic-free roads through historic D.W. Field Park in Brockton/Avon. Special

Awards For Male and Female Overall and Other Awards For Age Group Divisions. Divisions: 0-19, 20-29, 30-39, 40-49, 50-59, 60+.

Runners and Walkers both start at 10:00 am! Registration is \$20. Visit the BNHC 6K Facebook page for more info. Help support health of individuals throughout the community and sustain services at the health center.

Brockton Neighborhood Health Center (BNHC) is a multicultural organization that collaborates with community agencies and residents to provide high quality comprehensive health care that is responsive to community health needs and is linguistically, culturally and financially accessible. They are committed to health promotion and disease prevention.

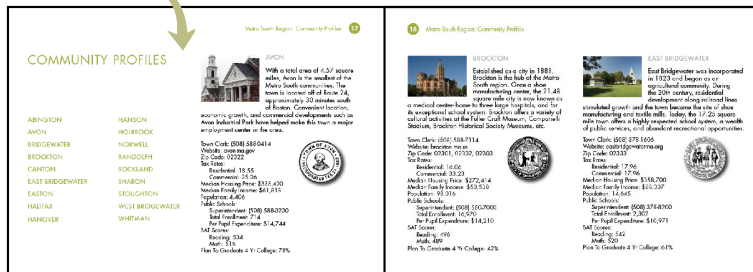
2018 Book for Business: Arriving This Month!

Look out for the Chamber of Commerce 2018 Metro South Book for Business in April! The book features area dining, lodging, public golf courses, recreation, legislative leaders, regional and economic data, and a complete membership listing. The book also includes a full color map of Metro South and highlights hotels, golf courses, industrial parks, and other points of interest.



Five thousand copies of the Book are being distributed throughout the region to all Chamber members, banks, real estate offices, town halls, area colleges, libraries, legislators, and sent to all relocating businesses and families interested in the Metro South area.

This year's Book design incorporates the Metro South regional branding colors, theme, and tagline "When Metro South is Home, Everything is Within Reach." For more information on the Book for Business, contact Emma Stratton at (508) 586-0500 x 222, or estratton@metrosouthchamber.com. To view last year's book, visit metrosouthchamber.com/news-media/book-for-business.



A Letter from President & CEO, Christopher Cooney, CCE:

Whether you are looking for a bustling urban atmosphere, peaceful lakes and parks, diverse multicultural dining, fun sporting events, or rich cultural activities, Metro South has it right within reach! In Metro South, you can visit the one-of-a-kind Fuller Craft Museum, listen to the acclaimed Brockton Symphony Orchestra, cheer on the Brockton Rox, or try your hand at Formula 1 kart racing. Metro South is also within reach of world-class cities such as Boston and Providence, postcard perfect landscapes, and some of the most beautiful beaches in the country, conveniently accessed by road or rail.

This directory is your guide for living, working, and visiting the Metro South region. It contains listings of local business members, representing the finest in their respective fields, as well as an abundance of interesting and useful information including visitor attractions, economic development data, and regional statistics to help you better understand this dynamic region.

Gain Exposure with Brockton Information Boards



Gain business exposure while supporting the revitalization of the city of Brockton by sponsoring a space on the Brockton Information Boards! The Brockton Information Boards (BIBs) feature local attractions as well as a map of

Brockton containing major routes, transportation services, schools, and train stations. Sponsors will be highlighted with a photo, logo, contact information, and description of their business.

Your sponsor space will be displayed on each of the 7 boards across 6 locations. With increased visitors in Downtown Brockton due to recent and continuing developments such as Station Lofts, the Enterprise Block, and City Hall Plaza, the Boards are sure to receive increased attention. Prices to sponsor are \$1,500 for a one-year agreement. For more information, contact Emma Stratton, (508) 586-0500 x 222, estratton@metrosouthchamber.com.

Chamber Affiliation News & Events

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



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

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



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



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



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



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



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

WELCOME New Members

Reinvesting in Our Community

Axiom Architects, Inc.
Ms. Jamie Kelliher
2048 Washington Street, Suite 12
Hanover, MA 02339
(781) 871-2101
www.axiomarchitects.com
Architects

Carousel Family Fun Center
Ms. Charlene Conway
1055 Auburn Street
Whitman, MA 02382
(781) 857-1286
www.carousel skate.com
Recreation

Community Business Funding
Mr. Segun Kusimo
PO Box 656
North Attleboro, MA 02760
(508) 446-7765
www.communitybusinessfunding.com
Financial Services

Resource Employment Solutions
Mr. Robert Carew
180 School Street
Brockton, MA 02301
(617) 322-4320
www.resourceemployment.com
Employment

To Join the Chamber, contact Kelly Thompson Clark in Membership
(508) 586-0500 x 229 • ktclark@metrosouthchamber.com

Axiom Architects, Inc.


2048 Washington Street, Suite 12, Hanover • (781) 871-2101
www.axiomarchitects.com

At Axiom Architects we take pride in our reputation as a firm which is strong on design. Attention to detail is a priority that has become a trademark of our design work. We work closely with our clients: we listen to their needs and concerns throughout the design process. Good design is an architect's most important contribution to a building, and we achieve this within the context of fulfilling our clients requirements.

Carousel Family Fun Center

1055 Auburn Street, Whitman • (781) 857-1286
www.carouselsskate.com

The Carousel Family Fun Centers provide a safe, clean, colorful, fun and friendly environment for families, schools and the community. Our services include a full array of activities: roller skating, birthday parties, private parties, school trips, scout programs, company outings, special events, music, videos, Pattino's Piza Pizza, Treasure Chest redemption shops, game arcades & more! You can even purchase your roller skates here!

Community Business Funding

Community Business Funding

PO Box 656, North Attleboro • (508) 446-7765
www.communitybusinessfunding.com

Whether you need to get new equipment, finance your accounts receivable and inventory, raise working capital, or acquire a company, Community Business Funding can do it all.

Whether your business has just started, or is well established, we have a financing solution for you.

Resource Employment Solutions

180 School Street, Brockton • (617) 322-4320
www.resourceemployment.com

Our mission is to focus on the highest level of customer satisfaction by recruiting the best, qualified candidates with excellent work ethics and to focus on quality-of-life issues that ensure a happier and more productive employee. Discover why our clients refer us to others. Our principles are service, innovation, experience and knowledge. We are backed by over 20 years of staffing services experience.



Starting a Business?

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

The Metro South Business Assistance Can Help!

Premier Sponsor:


Major Sponsors:







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

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

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

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

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

When Metro South is Home, Everything's Within Reach

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







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

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

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

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



RENEWING Members

Thank you!

A Plus Blue Lion Insurance Agency, LLC
Banner Environmental Services Inc.
Brockton Education Association
Brophy & Phillips Co., Inc.
Buffalo Wild Wings
Buzz Around, LLC
Churchill Linen Service, Inc.
Everett's Auto Parts
Fitzgerald Appraisals
Good Samaritan Medical Center
Gouthro Plumbing & Heating
Lighthouse Strategic Partners

Market America Shop.Com
MassDevelopment
McGuigan's Pub
Montello Heel Manufacturing, Inc.
OCES
Old Colony Council Boy Scouts of America
Old Colony Hospice
Old Colony YMCA
Packard Paper Corporation
Pine Craft Signs
Protection One
Providing Excellence Through Technology

R.E. Lyons & Son Fire Equipment Corp
School on Wheels of MA
School on Wheels of MA
South Shore Bank
South Shore Vocational Technical High School
Southeastern Oral & Maxillofacial Surgeons
Super 8 Metro South
The Children's Museum in Easton
Torrey & Associates
Trinity Financial, Inc.
Wood Palace Kitchens Inc.

BUSINESS EVENTS Planner

April 5

Business After Hours

5:00 pm - 7:00 pm

Family & Community Resources, Inc.

18 Newton Street, Brockton

Celebrate Spring with the Chamber and an evening of networking.

Cost: Free!

Register online: metrosouthchamber.com/calendar

April 24

Taste of Metro South

5:30 pm - 8:00 pm

The Shaw's Center

One Feinberg Way, Brockton

Join the Chamber at the Shaw's Center for an evening of food, fun, entertainment, and networking!

Ticket Cost: \$35 Restaurant Participation Fee: Free!

Register online: metrosouthchamber.com/calendar

May 8

Business After Hours

5:00 pm - 7:00 pm

Eastern Bank

35 Memorial Parkway, Randolph

Join the Chamber for an evening of networking.

Cost: Free!

Register online: metrosouthchamber.com/calendar

May 16

Small Business Awards & Expo

Small Business Expo, 10:00 am

Luncheon and Awards Ceremony, 12:00 pm

The Conference Center @ Massasoit

770 Crescent Street, Brockton

Join the Chamber for an evening of networking.

Cost: \$39 for members, \$49 for non-members

Register online: metrosouthchamber.com/calendar