



March
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.



Attorney Peter Moser
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Dr. Ellie Paris-Miranda
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Kellie Lennon
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Legislative Luncheon at BSU featuring Speaker Robert DeLeo

Tuesday, March 20 | 12:00 pm - 1:30 pm

Legislative Luncheon

The Metro South Chamber of Commerce cordially invites you to attend our Annual Legislative Luncheon, to take place on Tuesday, March 20, 12:00 pm - 1:30 pm at the Rondileau Campus Center Ballroom @ Bridgewater State University. This year's featured speaker will be **Speaker of the House Robert DeLeo**, with a Regional Update from the Mayor of Brockton, Bill Carpenter.

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

Sponsored by:

More on page 9.



Speaker of the House, Robert DeLeo



Bill Carpenter, Mayor of Brockton

Take Part in the Region's Most Anticipated Food + Fun Event!

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



More on page 9.



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, over 50 diverse, delicious restaurants are expected.

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. Also featuring live entertainment and giveaways. Celebrate living and working in the Metro South region! For more information please contact Athena Lavoie at alavoie@metrosouthchamber.com, (508) 586-0500 x 231, or visit metrosouthchamber.com

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 Athena at (508) 586-0500 x 231.

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

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 8.*



Business After Hours

Thursday, April 5

Enjoy refreshments while meeting new contacts in the Metro South community. Don't forget your business cards! Tickets to this event are complimentary, but please RSVP in advance. Register by e-mailing your RSVP with your full name and company name to Athena at alavoie@metrosouthchamber.com

Location & time info on page 12.



Cape Cod Cafe Hosts Board Orientation



(Top row) George Spilios, Crown Linen; Lisa Strattan, Wicked Local. (Front row) Kathleen Smith, Brockton Public Schools; Jeni Mather, J.M. Pet Resort; Albert Senesie, Victory Human Services; Chris Cooney, Metro South Chamber

The Chamber held a new board member orientation on February 28 at Cape Cod Cafe in Brockton. Welcoming George Spilios of Crown Linen, Lisa Strattan of Wicked Local, and Albert Senesie of Victory Human Services. Other new board members include Matthew Osborn of Eastern Bank, and Michele Cinquegrano of Verizon.

Chamber Board members represent a diverse cross-section of members from Brockton and throughout the Metro South region. Many industry sectors are represented and include both large and small businesses. The Metro South Chamber of Commerce is a private, not-for-profit business networking and advocacy organization established originally as the Brockton Board of Trade and in 1913 as a Chamber of Commerce serving Brockton and the surrounding communities. The Metro South Chamber hosts, promotes and convenes more than one hundred programs each year. It is accredited by the U.S. Chamber of Commerce with five-stars, one of only three chambers in New England to have achieved such an honor.

UMD Dean of Business Seeks Chamber Engagement



Christine Pellegri and Dean of Business Kathy Carter of UMass Dartmouth meet with Metro South Chamber of Commerce CEO, Christopher Cooney.

The new University of Massachusetts Dartmouth Acting Dean Dr. Kathy Carter recently visited Chamber President Christopher Cooney at the Chamber's Thomas Edison Building on School Street in Brockton. The two were joined by Athena Lavoie of the Chamber and Christine Pellegri also of UMD. Dr. Carter has extensive experience in operating student cooperative learning programs and is actively

engaging employers to establish such a program at UMD. The goal of the program is to provide valuable service to area employers while also adding to the student's work experience and confidence. A similar program is also operated from Bridgewater State University where more than 400 paid students are working throughout the region at a wide variety of employers and across many industry sectors.

Michael Tyler Outlines Economy in Year Ahead



Michael Tyler, Eastern Bank

since late 2005 by Joe Kernen and Becky Quick, the series features reports from Washington, Silicon Valley, London and Hong Kong. *Squawk Box* is for everyone from the professional trader to the casual investor. Notable people from the worlds of business and politics often appear on the show as guest hosts, questioning guests and offering their opinions on topics discussed. To receive a copy of the recent presentation or view the February Chamber breakfast meeting, email Athena Lavoie via alavoie@metrosouthchamber.com

Michael Tyler, Chief Investment Officer at Eastern Bank, recently prepared an economic forecast presentation for the Metro South Chamber of Commerce. He also recently appeared on an edition of *Squawk Box*. It is a morning news and talk program on which the biggest names in business and politics discuss the day's stories. Anchored

Chamber CEO Advocates for Better Service & Cleaner Commuter Rail Stations



Massachusetts Secretary of Transportation, Stephanie Pollack and Metro South Chamber of Commerce CEO, Christopher Cooney.

Chamber president and CEO, Christopher Cooney, recently visited Secretary of Transportation, Stephanie Pollack at her office in Boston. The two discussed collaborating to better use promotional space at commuter rail platforms throughout the region, models to better maintain rail station sites and ideas around service expansion. The Chamber is hopeful improvements are on the way. Additional plans are underway.

UMD Chancellor Robert E. Johnson To Address Chamber



The University of Massachusetts Dartmouth Chancellor, Robert E. Johnson

UMass Dartmouth celebrated the 50th anniversary of College Now, with a "Share the Dream" Banquet where Chancellor Robert E. Johnson spoke.

College Now was created more than 50 years ago by UMass Dartmouth to assist high school students who need a non-traditional way to enroll in college. Their highly individualized selection process allows them to evaluate individual situations and provide the

needed support to help motivated students succeed at UMass Dartmouth. Additionally, S.T.A.R.T. (Steps Towards Abstract Reasoning & Thinking) offers the necessary math/science foundation for calculus-based majors such as engineering, computer science, math, or physics. Brockton students are very well represented in this extraordinary pathway to college. The Chancellor has agreed to address the Chamber of Commerce in the coming months.

Focus Group Presents Findings on Proposed Purchase



Dan Hodge, Hodge Economic Consulting presents findings

Hodge Economic Consulting recently completed a study of the proposal to purchase the Aquaria desalination plant by the city of Brockton. Dan Hodge was commissioned to conduct the study by the Metro South Chamber of Commerce to assist a Focus Group of business and community leaders in analyzing available data to determine costs and benefits of the proposal. The focus group met beginning in the spring and throughout

the summer. It included representatives from the largest employers and commercial tax payers in Brockton. The study was designed to reveal the most accurate data and information regarding the facility and purchase proposal. The Chamber has conducted a number of similar proposals recently including studies on, the 31 acre CSX rail yard site, the Brockton Fairgrounds site, a market brand study and a regional water/wastewater analysis. To see any one of these studies, visit metrosouthchamber.com and view under Resources > Chamber / Regional Studies tab.

BOARD OF DIRECTORS**OFFICERS**

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Rockland Trust

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Metro South Chamber of Commerce

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CHAMBER STAFF

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Athena Lavoie
Director of Programs & Events x 231

Emma Stratton
Communications Coordinator x 222

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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.

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Front Desk x 225

Kelly Thompson Clark
EVP for Finance, Operations and
Business Development x 229

Rohith Uppala, Graduate Intern

Newsletter Written & Designed by Emma Stratton

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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

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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.

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

March

7	Ambassador Meeting	8:00 am
13	DCAAM Contractor Certification Workshop	10:00 am
20	Legislative Luncheon	12:00 pm
	<i>Rondileau Campus Center Ballroom, Bridgewater State University</i>	
20	Executive Board Meeting	3:00 pm
22	SEED Workshop	8:30 am
28	Board Meeting	12:00 pm

April

4	Ambassador Meeting	8:00 am
5	Business After Hours	5:00 pm
	<i>Family and Community Resources, Inc. 18 Newton Street, Brockton</i>	
24	Taste of Metro South	5:30 pm
	<i>The Shaw's Center, One Feinberg Way, Brockton</i>	

May

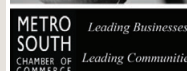
8	Executive Board Meeting	3:00 pm
8	Business After Hours	5:00 pm
	<i>Eastern Bank, 35 Memorial Parkway, Randolph</i>	
16	Small Business Awards Luncheon & Expo	5:00 pm
	<i>Massasoit Conference Center, 770 Crescent Street, Brockton</i>	
	<i>Small Business Expo</i>	10:30 am
	<i>Luncheon and Awards Ceremony</i>	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
	<i>Abington Bank, 6 Harrison Avenue, Abington</i>	

**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

Members - send Good News to
estratton@metrosouthchamber.com

Sponsored by: Good Samaritan Medical Center

Bridgewater Savings Bank Charitable Foundation Donates \$1K to The Charity Guild

Bridgewater Savings Bank and their Charitable Foundation was established in 2003. On January 16 of this year, the Bridgewater Savings Charitable Foundation proudly announced a donation of \$1,000 to The Charity Guild. Formed in 1971, The Charity Guild's mission is to provide basic and necessary services to those unable to meet their primary food needs. More than 14,000 people receive food from The Food Pantry each year; visit the Pantry and Thrift Shop at 501 Main Street in Brockton.

Fuller Craft Museum Current Exhibition: "Gender Bend"

Gender Bend: Women in Wood, Men at the Loom is a multi-media exhibition featuring male weavers alongside female wood turners – two populations that have been traditionally underrepresented in their fields. This project will introduce the public to remarkable artists who challenge our long-held perceptions about their chosen fields, while encouraging new practitioners to consider mediums rich in possibility. The visually resplendent exhibition, co-curated by Jon Eric Riis and Tib Shaw, offers wide appeal across all audiences, providing multiple programming opportunities geared to engage our patrons during the exhibition's run and beyond. This exhibition is open to the public at the Fuller Craft Museum, located at 455 Oak Street, Brockton until March 11.

UMass Dartmouth: CMR Annual Celebrity/Scholarship Dinner, ft. Rodney Harrison

Sponsored by BayCoast Bank, *The University of Massachusetts, Dartmouth* will hold their 18th Annual Center for Marketing Research Celebrity/Scholarship Dinner on Tuesday, April 24, 2018 at 6:00 pm at Venus de Milo in Swansea, MA. This year's celebrity guest is former New England Patriots' safety, 2X Super Bowl champion, 2X Pro Bowler, and NBC Sunday Night

Football Commentator, Rodney Harrison. Tickets are \$125 per person or \$1250 for a table of 10. For more info, visit www.umassd.edu/cmr.

Bridgewater Savings Bank: CyberSecurity Workshop at Stoneforge Tavern

Presented by Peter Bamber, CISA, CRISC, CISSP, Vice President, Information Security Consulting Services Security Management Partners (SMP). Stoneforge Tavern will host a cyber security workshop in their Banquet Room, located at 90 Paramount Drive in Raynham on Thursday, March 8th from 7:30 am - 9:30 am. This workshop will teach you how to protect yourself, your business, and your customers online. Breakfast will be served, attendance is free. RSVP at (508) 884-5820.

Credit for Life Fair at Brockton High School: April 10th, More Volunteers Needed!

A date for the Brockton Credit for Life Fair has been set. April 10, 2018, 7:30 am - 12:30 pm at Brockton High School. The goal this year is to reach 600 students by running 2 shifts of 300 students. 25 more volunteers are needed! A volunteer orientation is planned for Thursday, March 8th, 8:30 am - 10:00 am at HarborOne U, 131 Copeland Drive, Mansfield. For those that are new volunteers and those that need to complete a CORI form this year, you are highly encouraged to attend the orientation. It's an opportunity to learn about the fair, meet others in your booth and review ideas and materials for your booth. Email Sheila at sfarragher@harborone.com.

Brockton Garden Club: Vegetable Gardening Tips & Trends @ March General Meeting

The Brockton Garden Club will host a presentation on tips and latest trends on vegetable gardening by Eric Eisenhauser at its general meeting, 7:00 pm, Monday, March 26, at the Arnese School, 135 Belmont St., Brockton, MA. Refreshments will be served. Visitors and newcomers are welcome.

The Brockton Garden Club holds gardening workshops and presentations throughout the year and maintains several sites across the city, including at D.W. Field Park, the Brockton Public Library, the East Side and Campello Fire stations, the Burton Memorial and others.

Fuller Craft Museum Gears up for their 50th Anniversary: Envisions the Future

On the eve of the 50th anniversary of its foundation (1969), Fuller Craft Museum is proud to share its vision for the next five years. Led by Ed Krent artist and museum design professional, their new strategic plan is built upon the values of integrity, innovation, inclusivity, excellence, collaboration, connection, and wonder. As the result of a 10-month intensive process, the new plan identifies the mission and vision of Fuller Craft, laying out a foundation of four key core goals: advance the field, expand our audience, engage the community, and sustain our resources.

Crescent Credit Union to Participate in Old Colony YMCA 2018 Spinathon Fundraiser

The YMCA launches its annual Spinathon this month where participants will "pedal for a purpose". This year Crescent Credit Union will once again sponsor the fundraiser and pedal their bikes at the Brockton branch. All proceeds benefit Old Colony YMCA's Annual Campaign to make a difference in our community. Stop by Crescent Credit Union at 115 Commercial St. in Brockton, on Thursday, March 8th to cheer on the staff "cyclers" and donate to the cause.

Massasoit Community College Theatre Company presents *The Laramie Project*

The Massasoit Theatre Company Student Ensemble will showcase *The Laramie Project*, a chronicle of the life of a town of Laramie, Wyoming in the year after a murder, directed by Corinne M. Mason. Performances will be held at the Buckley Performing Arts Center at Massasoit Community College, located at One Massasoit Blvd. in Brockton. Shows will run March 8th and 9th at 8:00 pm, with

two shows on March 10th, 3:00 pm and 8:00 pm. Tickets are \$16 and available at massasoit.edu/boxoffice

Oliver Ames High School Theatre Students present musical comedy, *The Addams Family*

Oliver Ames High School presents *The Addams Family*. Originally written by Marshall Brickman and Rick Elice, debuted on Broadway in 2010. Seniors Hunter Phelps (Gomez) and Payton Soehn (Morticia) will play the Addams parents, and Tess Herschman will play Wednesday Addams. The play is directed by Charlene Dalrymple. Wednesday brings home a boyfriend and begs her family for one normal night...Shows are March 9th and 10th at 7:30 pm, and March 11th at 2:00 pm at Oliver Ames High School, located at 100 Lothrop St. in Easton. Tickets are available online at oliverames.getmytix.net/ticketing#list

5th Annual Children's Easter Egg Hunt

The Keith Park Neighborhood Association will host the 5th Annual Easter Egg Hunt Saturday, March 31 from 1:00 pm - 3:00 pm in the Fruth Center Gym located at 891 Montell St. in Brockton (behind the First Evangelical Lutheran Church). The event is free and indoors. Children will leave with their own masterpieces from the Arts and Crafts table and a Bunny Bag of treats!

Buy Brockton Program offers New Home

318 Boylston Street, Brockton: 1,557 Sq. Ft. beautifully renovated Colonial with utmost detail attended to available in Brockton. 4 BR, 2 Full Baths, list price \$309,900. Newly installed roof and vinyl color (brown) combination with white accent on the peak. Open floor plan on first floor with high ceilings in living room, plenty of recessed lighting and beautiful hardwood floors. Brand new kitchen with all new stainless appliances, high ceilings, recessed lighting and hardwood floors. Separate area for formal dining room furniture. First floor master with bath situated off living room. 3 large bedrooms upstairs. New gas heating system, hot water and updated electric in basement. Learn more at buybrockton.org

Health Care Matters

OCES Invites Elected Officials to "March for Meals" Events in Brockton and Wareham

Old Colony Elder Services, the non-profit agency proudly serving older adults and individuals with disabilities throughout greater Plymouth County and surrounding communities, invites legislators and Council On Aging (COA) Directors to participate in two special "March for Meals" events in support of the vital Meals on Wheels program.

The first event will be held on March 8, 2018 at the Community Dining site at Campello High Rise in Brockton. The event will be a celebration of Haiti and Cape Verde, featuring delicious cuisine.

Ascentria Care Alliance Transitions Ownership of Emmanuel House Residence in Brockton to Connemara Senior Living

Effective March 1, 2018. John Burke, president and owner of Connemara,

is the new executive director. The residence has been renamed Connemara Senior Living Campello, which reflects its location and the unique history of Brockton. Ascentria President and CEO Angela Bovill acknowledges that it has become clear that Emmanuel House will need a significant commitment of resources, management talent and focus to remain strong in a highly competitive industry.

Ascentria's top priority is to ensure that residents and staff at Emmanuel House have a successful environment in which to live and work. We're confident that this change will benefit the residents, the staff and the facility. If you should have any questions or concerns, please feel free to reach out directly to John Burke at (508) 588- 5334 or email via jburke@ConnemaraSeniorLiving.com

Sponsored by:



Board Profile - Matthew A. Osborne, Eastern Bank Joins Chamber Board



Matthew A. Osborne, Eastern Bank

Matthew graduated from Boston College High School followed by Boston College. He joined Eastern Bank in 1998 and is presently the Senior Commercial Banking Officer, leading the Commercial Real Estate and Community Development lending teams in Boston and the commercial lending teams both south of Boston and in Southern New Hampshire. The lending teams include commercial real estate, C&I, affordable housing/tax credit business, and some specialty lending. Matthew has overseen Eastern Bank's Brockton office since 2012. Matthew is a member of Eastern Bank's Credit Committee. Matthew resides in

Canton with his wife and two children.

Matthew A. Osborne, Eastern Bank
265 Franklin Street, Boston, MA 02110
www.easternbank.com

Year Established: 1818

Products or Services:
Commercial Bank

Number of Employees: ~ 1,800

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

Eastern Bank is a full service commercial bank serving the Eastern

Massachusetts and Southern New Hampshire markets, offering banking, investments, and insurance. Eastern Bank is the largest mutual bank in the country. As a mutual bank, Eastern does not have to answer to Wall Street. Eastern Bank is focused on its customers and its communities, and each year gives 10% of its net income to charity.

What is your market area?

Eastern Massachusetts and Southern New Hampshire.



Member Profile - Banner Environmental Services, Inc.



Banner Environmental Services, Inc.
Corporate Office: 31 Hayward Street,
Suite 205-2A, Franklin, MA 02038
(508) 857-2483

Shop/Operations Office: 254 Bodwell
Street, Unit C., Avon, MA 02322
(866) 934-2374
www.bannerenvironmental.com

Year Established: 1993

Products or Services: Environmental services: asbestos abatement/removal & testing, mold evaluation and remediation, asbestos surveys for renovations and demolitions, complete & selective demolition, black/gray water clean-up, contracted / detailed cleaning / decontamination.

Number of Employees: 21

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

Banner services a wide range of clients and customer base. Banner has contracts within: Educational Institutes, Healthcare Industry, Commercial/Industrial, Single and Multi-Family Residential Market, Etc. This diverse client base enables Banner to be experts in handling every opportunity presented and/or formulate creative and cost-effective solutions for our clients. Banner's core focus is customer-based. From the Mobilization of our team of experts to the continued communication with our office, Banner keeps the customer as the priority.

What is your market area?

Banner currently services all of Massachusetts, including Cape Cod

and the Islands, as well as, all of Rhode Island

What markets do you serve?

Real Estate Brokers, Home Owners, Municipal Housing Departments, Nursing Homes, Hospitals, Schools, Commercial Properties, Industrial Properties, General Contractors, Demolition Companies, etc.

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

Massachusetts Woman Owned Business Enterprise (Certified WBE) Certified in Asbestos and Demolition by the Division of Capital Asset Management and Maintenance (DCAMM Certified)

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

Banner Environmental Services, Inc. strives to provide environmentally

responsible services to benefit our customers and the general population. Banner believes in making our population safer by removing hazardous materials from indoor and outdoor applications, preserving natural resources, preventing pollution, and protecting the environment.

Anything additional we should know about your company?

With over 25 years of environmental experience, Banner Environmental Services, Inc., focuses on our mission promoting positive change for our clients, the community, and the environment. Banner Environmental Services is fully-licensed in Massachusetts and Rhode Island, covering the Greater Boston area and including Cape Cod, Martha's Vineyard, and Nantucket.

Member Profile - Road to Responsibility



Road to Responsibility
106 Longwater Drive, Norwell
MA, 02061 (781) 834-1300
www.roadtoresponsibility.org

Year Established: 1998

Products or Services: We are a nonprofit that serves adults with intellectual and developmental disabilities.

Number of Employees: 700

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

We serve more than 1000 adults with intellectual and developmental disabilities throughout the South Shore, Metro South, and South Coastal regions. We provide homes, jobs, therapeutic services and a community for the adults we serve. We pride ourselves on never turning anyone away because of their disabilities and complexity of needs.

What is your market area?

South Shore, Metro South, and South Coastal regions.

What markets do you serve?

Adults (over the age of 22) with intellectual and developmental disabilities and their families.

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

CARF Accreditation.

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

We strive to make lives better for adults with intellectual and developmental disabilities.

Anything additional we should know about your company?

2018 marks Road To Responsibility's 30th anniversary – 30 years of Making Lives Better. We will be commemorating this year with some special events and mailings which all lead up to our 30th Celebration with our Making Lives Better Gala on September 21, 2018. This is such an important milestone for us and those we serve.



Human Resource Law Update

Peter Moser, Ari Kristan, and Toby Crawford of Hirsch Roberts Weinstein LLP visited the Metro South Chamber of Commerce on Friday, February 9 where they presented a Special Edition Government Affairs Meeting focusing on employment law developments for 2018. Their presentation was uniquely interactive, sporting a game show style Q&A where chamber members competed on teams. Their "Workplace Wizards" workshop game featured categories "Mind the (Pay) Gap", "Pregnant Pause", "Dazed & Employed", "Crystal Ball Gazing", and "Money Talks", where they explained new employment laws regarding topics relating to pregnant workers, medical marijuana, wages, compensation, and more.



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Toby Crawford, Ari Kristan, and Peter Moser of Hirsch Roberts Weinstein LLP, with Mahsa Khanbabai of Khanbabai Immigration Law, and Christopher Cooney, CEO of the Metro South Chamber of Commerce at the Government Affairs Meeting



Ari Kristan of Hirsch Roberts Weinstein LLP speaks on comparable work during the "Workplace Wizards" workshop



Chamber members team up to participate in the "Workplace Wizards" workshop and learn about new employment laws

Good Morning @ Good Samaritan Medical Center

The Chamber hosted it's last Good Morning Metro South breakfast of the 2017-2018 season on February 7th at Good Samaritan Medical Center. New GSMC President Harrison (Harry) Bane spoke on the hospital's history and future. Nicole Long of our sponsor, OCES was interviewed by Richard Hooke of Crescent Credit Union. Tom Bussone, Fixed Income Strategist at Eastern Bank presented on the economy and recent market activity.

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Good Samaritan Medical Center's Mookley Center hosting Good Morning Metro South, sponsored by OCES



Gerard Nadeau, President of Rockland Trust; Chairman of Metro South Chamber of Commerce



Nicole Long, Old Colony Elder Services, interviewed by Richard Hooke, Crescent Credit Union



Chris Cooney, CEO of Metro South Chamber of Commerce




Harrison Bane, President of Good Samaritan Medical Center



Daniel Donovan, Eastern Bank, Christopher Cooney, CEO of Metro South Chamber of Commerce, David Sawyer, Tom Bussone, Eastern Bank



Tom Bussone, Fixed Income Strategist, Eastern Bank



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NASCN 366275

3rd Annual Multi-Cultural Business Forum & After Hours at The Perfect Place

Hosted by the Perfect Place at 2039 Main St. in Brockton on Thursday, February 22., 2018. Thank you to all of our exhibitors and guests, we were delighted to have all of your support again this year.



Mary Waldron, BSU; Dr. Ellie Paris-Miranda, Ellie Paris Store; Donald Donnalson, Beantown Builders, Inc.; Peter Dello Russo, Bridgewater Savings Bank; Jaysen Goncalves, Luanda Restaurant & Bar; Chris Cooney, Metro South Chamber



Mary Waldron, Bridgewater State University



Panelists: Donald Donnalson, Dr. Ellie Paris-Miranda, and Jaysen Goncalves



Donald Donnalson, Beantown Builders, Inc.



Jaysen Goncalves, Luanda Restaurant & Bar



Fred Fontaine, Owner of The Perfect Place



Chris Cooney, CEO of Metro South Chamber of Commerce



Dr. Ellie Paris-Miranda, Ellie Paris Store



Nikki Meade-Draves, Good Samaritan Medical Center; Betty Rada, Brockton Rotary Club

Thank you to our premier sponsors, Bridgewater Savings Bank!



Bridgewater Savings Bank Representatives, Reiko McNeil, Chamber Ambassador, and Kathleen Lynch

Thank you to our sponsors at The Perfect Place Function Hall, B.C. Tent & Awning Co., Inc., and Entertainment One Stop Shop.

Photos by Rich Morgan Photography, more available on the Chamber website.

RICHMORGAN
PHOTOGRAPHY

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BC & TENT
AWNING CO., INC.

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Function Hall

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website or Call 800.356.8622**

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Call For Extraordinary Businesses Recognition

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 Athena at (508) 586-0500 x 231.

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

Small Business of the Year Criteria:

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

Entrepreneur of the Year Criteria:

10 or less full-time employees (or equivalent); in business less than 3 years; a for-profit business.

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

Nominations are due to the Chamber by April 6, 2018. Recipients will be announced at the Small Business Awards Luncheon on May 16, at the Conference Center @ Massasoit.

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

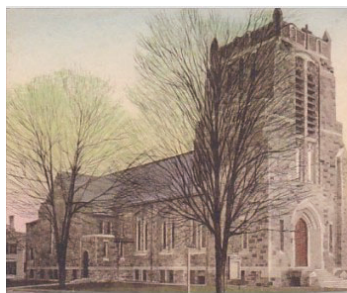
Prior Small Business of the Year Recipients

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 Duplitrion, 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 Chranowski, 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

First Lutheran Church: 2018 Speaker Luncheons



The First Lutheran Church at 900 Main St. in Brockton will continue a 35 year tradition of Lenten Luncheons through the end of March. Luncheons begin at 12:00 pm and end at 1:00 pm, featuring good fellowship, good food, and good speakers. Freewill donation. Friday March 9th will consist of speakers Mr. James Benson & Ms. Nicole Casper, authors of "The Brockton Tragedy at Moosehead Lake", with a menu of roast pork, potatoes, carrots, dinner rolls, salad, and pie. Friday March 16th will have speaker Chief Michael Williams of the Brockton Fire Department, with a menu of Swedish meatballs, mashed potatoes, peas, salad, and pie. The final luncheon on Friday, March 23 will have The Reverend Paul Sinnot, Associate to the Bishop of the New England Synod, speaking about An Introduction to Iconography, with a menu of baked ham, potato casserole, broccoli, salad, and pie. For more information visit www.firstlutheran.org/lenten-luncheons

Massachusetts Health Connector for Business



The Massachusetts Health Connector has a new shopping platform for small businesses with fewer than 50 employees. This new platform brings state-of-the-art tools to employers, brokers, and workers,

making it easier than ever for small businesses to offer health insurance to their employees. Small businesses have the power to control costs and offer significant flexibility to employers and employees, in an easy-to-use format.

In advance of the April 1 renewal date, Health Connector for Business will implement a number of marketing, outreach and communications tools to maximize visibility and increase awareness around the new platform. It's easy, flexible, affordable, and makes costs predictable. Messaging will revolve around three main principals:

- Health Connector for Business is a cost-effective choice for employers and employees. Both employers and employees have the ability to consider lower-cost plans with similar benefits to current coverage.
- Health Connector for Business provides flexibility to employers and employees. Employers can shop in one place for a wide variety of plans, with tools to compare plans. Employees can shop for an alternate plan through One Level or One Carrier options, giving workers at even the smallest companies options when it comes to their coverage.
- Health Connector for Business is easy to use. Employers can quickly find support through a local broker, or handle the process themselves in a short period of time. Employees can quickly create account and shop for a plan.

Learn more at www.MAhealthconnector.org/business

Labor and Employment Law Alert from MHTL



"Vacation and sick pay used to supplement workers' compensation benefits is not regular compensation."

On February 13, 2018, the Massachusetts Supreme Judicial Court rejected PERAC's contention that sick or vacation payments, when used to supplement workers' compensation payments, are "regular compensation" as defined in M.G.L. c. 32, § 1.

Under M.G.L. c. 32, § 1, the term "regular compensation" is defined, in relevant part, as "compensation received exclusively as wages by an employee for services performed in the course of employment for his employer."

"Regular compensation" is important when calculating retirement benefits, but as is relevant in this case, it also factors into determining the effective date of an employee's accidental disability retirement. For accidental disability retirement, the member's retirement date is the latest of the following:

- The date the injury was sustained;
- The date six months prior to the filing of the written application for such retirement; or
- The date for which he last received regular compensation for his employment in the public service.

For a discussion of these and other legal issues, please visit at www.mhtl.com.

To receive legal updates via e-mail, contact information@mhtl.com.

Rotary Club of Brockton: Pancake Breakfast



The Rotary Club of Brockton will celebrate it's 4th Annual Chief Burrell Memorial with a Pancake Breakfast featuring the Easter Bunny! Saturday, March 24th, from 8:00 am - 11:00 am at the Annunciation Greek Orthodox Church located at 457 Oak Street in Brockton. Come have your photo taken with the Easter Bunny. There will also be Children's Craft Activities, Raffle Items, and a Silent Auction. Tickets are available at the door, \$5 per person, children under 3 years of age are free.

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 Athena, (508) 586-0500 x 231 for tickets and more information.

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

Calling All Restaurants! Taste of Metro South

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

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

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

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

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

Let us know! Call Athena at (508) 586-0500, x 231.

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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 Athena Lavoie. Call (508) 586-0500 x 231, or email alavoie@metrosouthchamber.com.

Member Profile - InStyle Salon and Spa



InStyle Salon and Spa, Easton

InStyle Salon and Spa
479 Turnpike Street, South Easton
MA, 02375 (508) 238-5511
Year Established: 2017

Products or Services: Hair, advanced skin care, nails, pedicure, massage, Botox, fillers, microblading, eyelash extensions, brows and lash tint, bridal, prom, makeup (air brush).

Number of Employees: 10+

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

We are results driven, with state of the art equipment and continuous training. We want to take the time with our clients and offer them a truly exceptional outcome they will want to repeat and brag about.

What is your market area?

The Metro South region, Raynham, Taunton, Mansfield, Taunton, and Norton.

What markets do you serve?

All beauty related.

Awards, honors or special recognition:

Readers Choice Awards, 2017 salon and spa, award winning Board Certified colorist, many awards for advanced color and cutting, have been affiliated with many prestigious shows and celebrities, globally trained stylists, fully certified team members, trainer on staff.

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

To offer a professional, high quality atmosphere, that promises what it claims to be and do in every way possible. The clients are our main focus.

DeLeo Speaks To Chamber At Bridgewater State



MASSASOIT
COMMUNITY COLLEGE

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.



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 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.

ATHENA Award - Call for Leadership Nominations

This June, 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 Athena Lavoie at (508) 586-0500 x 231 or email alavoie@metrosouthchamber.com. Learn more online at metrosouthchamber.com/events/athena.



Sponsored by:



House of Possibilities - Open for Business



House of Possibilities. 350 Washington Street, Easton, MA 02356

In 2009, HOPE was founded upon the belief that children with significant challenges are our heroes and teachers. We believe that they should be afforded unique experiences that their typical peers are able to access, such as opportunities to socialize and enjoy all that the world has to offer. We also know from personal experience how difficult it is to play the role of round-the-clock caregiver.

Therefore, we offer parents the opportunity to take a break from caregiving to renew and refresh themselves and their other children. We strive every day to continue to change the paradigm of what support looks like for families. Respite is a key component of family stability and should be offered to everyone in need. Our hallmark program, Children's Overnight Respite makes us the premier in-house respite facility in Massachusetts.

Additionally, HOPE is unique in that it is the only multi-use respite facility of its kind located on and partnering with a college campus in the United States. From student volunteers to employment opportunities for our adult clients, our partnership with Stonehill College allows for endless possibilities to enrich the lives of our special families.



Steve Murphy, Director of Development, and Kellie Lennon, Executive Director, House of Possibilities with Christopher Cooney, Metro South Chamber of Commerce CEO

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Avon, MA 02322
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Mr. Kevin Nickerson
612 Plymouth Street, Unit 2F
E. Bridgewater, MA 02333
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Randolph, MA 02368
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To Join the Chamber, contact Kelly Thompson Clark in Membership

(508) 586-0500 x 229 • ktclark@metrosouthchamber.com

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Definition of Quontic: Real quality.
Synonyms: Excellence, worth, value, virtue, caliber, eminence, distinction; genuine, bona fide.

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Call Athena at 508.586.0500 x 231,
or email: alavoie@metrosouthchamber.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 more.
Call to learn more today!

**Starting a Business?**

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

The Metro South Business Assistance Can Help!

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

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

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

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

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

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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
ABC Disposal Services Inc.
Alphonse Leduc - Robert King, Inc.
Associação Caboverdiana De Brockton, Inc.
Bank of America Merrill Lynch
Battles Farm Company
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Buzz Around, LLC
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Parker Property Management Inc.
Providing Excellence Through Technology
Road To Responsibility
Sullivan Tire & Auto Service
The Woodlands at Abington Station
VHS Transportation Company, Inc.
Westfield Child Center
Westgate Mall

BUSINESS EVENTS Planner**March 13****DCAMM Certification Workshop**

10:00 am - 12:00 pm

Metro South Chamber

60 School Street, Brockton

Join the Chamber for a Contractor Certification Workshop given by the Division of Capital Asset Management and Maintenance

Cost: Free!

Register: visit metrosouthchamber.com/calendar for info

March 20**Legislative Luncheon**

12:00 pm - 1:30 pm

Bridgewater State University

19 Park Ave, Bridgewater

Join the Chamber at the Rondileau Campus Center Ballroom to hear from state and federal elected officials.

Cost: \$44 for Members, \$54 for Future-Members.

Register online: metrosouthchamber.com/calendar

April 5**Business After Hours**

5:00 pm - 7:00 pm

Family & Community Resources, Inc.

18 Newton Street, Brockton

Join the Chamber for 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