



# Actionreport



September  
2021

www.metrosouthchamber.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.



Cathryn Schofield  
Metro South Chamber  
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Business After Hours @  
Water Pointe, Easton  
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Matthew Hesketh  
Good Samaritan Medical  
Center • Page 4

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## Business and Economic Recovery Program Sept. 10

Friday, September 10 | 2:00 pm - 3:00 pm | Zoom Virtual Meeting

GOOD DAY  
METRO  
SOUTH

U.S. SBA  
Daniel Martiniello

Sept. 10  
@ 2PM

with City, State, & Federal Officials  
held virtually via Zoom

Margaret Laforest & Sue Whitaker  
MA Office of Business Development

Grant Nickerson  
Rockland Trust

Mayor of Brockton  
Robert F. Sullivan

COVID-19  
ECONOMIC  
RECOVERY  
UPDATE

Join us on **Friday, September 10th** for a Good Day Metro South/ COVID-19 Economic Recovery Update sponsored by Rockland Trust from **2:00pm - 3:00pm**. This virtual event features exciting guest speakers including Mayor of Brockton, Robert F. Sullivan, representatives from the South Eastern Economic Development Corporation (SEED), the Massachusetts Office of Business Development (MOBD), the U.S. Small Business Administration (SBA), and Rockland Trust.

Topics include city, state, and national resources to help you, your business, and your community respond to COVID-19. Zoom into this special forum to raise awareness and have your questions answered. Register online at [metrosouthchamber.com](https://metrosouthchamber.com), contact Cathryn Schofield with questions (508) 586-0500 x231 [CSchofield@metrosouthchamber.com](mailto:CSchofield@metrosouthchamber.com). *More about our speakers on page 2.*

## 108th Annual Meeting & B2B Expo featuring Global Google Tech.

Wednesday, November 10 | 12:00 pm - 2:00 pm | Adult & Teen Challenge Center | 1315 Main Street, Brockton

METRO  
SOUTH  
CHAMBER OF  
COMMERCE

**108th ANNUAL  
meeting**

November 10, 2021

METRO  
SOUTH  
Regional Economic  
Development  
Organization

Adult & Teen Challenge  
New England and New Jersey  
Residential from Addiction Starts Here

featuring the:

business 2 business  
connection  
**Expo 2021**



Alex Langshur, EVP, Global Google  
Technology Practice Lead

**BRING YOUR TEAM - BE INSPIRED!** The Metro South Chamber of Commerce cordially invites you and your team to the 108th Annual Meeting & B2B Expo. Featuring guest speaker, Alex Langshur, EVP, Global Google Technology practice lead, Dentus. We are thrilled to honor ten local businesses whose economic contributions have significantly benefited the area. These ten businesses, from small entrepreneurs to international corporations, have impacted the region by creating jobs and adding to the rich business culture by providing valuable products, resources, and services to help our region thrive. *Cont. on page 5*

## Vitra Adult Day Health Ribbon Cutting 9/22



Join us for a ribbon cutting ceremony with Vitra Adult Day Health at 10 N. Pearl Street in Brockton on September 22, 11:00 am- 12:30 pm. *Continued on page 2.*

## Meet Your Legislators! October 7 @ Stonehill

## LEGISLATIVE RECEPTION

The Metro South Chamber of Commerce cordially invites members of the business community, candidates for public office, and state, federal and local elected officials to gather on Thursday, October 7th for the 31st Annual Legislative Reception. The reception will be held at Donahue Hall, at Stonehill College in Easton from 5:00 - 7:30pm. *Continued on page 2.*

## Good Day Metro South Save the Date! 10/22

Save the date to join us on Friday, October 22th for a Good Day Metro South brunch from 11:45am - 1:30pm sponsored by Trinity Development & Management.

Includes lunch as well as networking opportunities. Season Ticket holders are pre-registered, please e-mail Cathryn at [CSchofield@metrosouthchamber.com](mailto:CSchofield@metrosouthchamber.com) to reserve a seat.

Register online at  
[metrosouthchamber.com](https://metrosouthchamber.com)



Economic Recovery & Business Resource Call 9/10

Friday, September 10 | 2:00 pm - 3:00 pm | Zoom Virtual Meeting



Daniel Martiniello, Lender Relations Specialist, SBA

**Daniel Martiniello, Lender Relations Specialist** has been with the SBA since October 2018. Dan provides training and support to all of the lending partners throughout Massachusetts. Dan also provides Economic Development assistance in the region by partnering with area small business organizations to provide technical assistance to the small business community. Dan previously worked as a banker the previous 14 years and was most recently a Branch Manager in the City of Salem. Dan served in the United States Army Reserves for 8 years, including a tour of duty in Iraq.



Margaret Laforest, MOBD

**Margaret Laforest** is recognized as a purpose led, results driven dedicated leader with over 18 years of experience in government and non-profit roles. As a Quincy City Councilor, she had direct oversight of a \$300M budget, was particularly known for her communication with constituents and environmental, coastal infrastructure, and emergency management expertise. As an elected city official representing a district abutting the downtown redevelopment area, Margaret handled over \$100 million in private sector gateway revitalization projects from small to large housing developments to commercial redevelopments transforming many blighted properties while protecting the integrity of the residential neighborhoods. She chaired the Oversight, Municipal Technology & Information, Public Works and Environment and Public Health Committees, was Vice Chair of the Downtown & Economic Growth, Library & Historic Places and Veterans Services Committees. Her public service extends beyond Quincy having served on the Massachusetts Municipal Association Energy & Environment Committee and as an alternate to the Commonwealth's Seaport Economic Council. She now serves as a Regional Director for the Massachusetts Office of Business Development, connecting businesses with state resources to foster and develop economic growth of the Commonwealth.



Sue Whitaker, MOBD

**Sue Whitaker** has over 20 years of experience in both the private and public sectors with a focus on building relationships with community stakeholders and facilitating public and private collaboration to advance workforce development. In her previous role as Business Development Manager at Burning Glass Technologies, a labor market analytics software company, Sue connected businesses and community organizations with data solutions to drive strategic workforce and economic development decisions. Prior to Burning Glass, Sue served as the Director of Business Services for a regional Workforce Development Board where she oversaw, directed, and implemented a wide range of public-private development activities throughout the Commonwealth of Massachusetts. Through assessment of labor market trends and opportunities, she created and supported business service and labor training programs to align industry and workforce needs. Sue also partnered with State agencies to advance business service initiatives and created and executed Business Services training [with a goal of maximizing business and government resource connection to support growth].



Angie Laperriere, SEED

**Angie Laperriere** began her career with South Eastern Economic Development Corporation as a marketing intern in 2010. Since joining the lending team in 2012, Angie has closed 278 small business loans for over \$16 million, creating 1,204 jobs. Of those loans, 71 were made to Rhode Island small business totaling approximately \$4 million and creating 262 jobs. Angie has also led the charge for SEED as an SBA micro lender, with her efforts pushing SEED to the top of the micro lender list culminating in SEED being name the SBA Rhode Island Micro Lender of the Year from 2012 to 2016 and again in 2019.

Ribbon Cutting, September 22 in Brockton

Wednesday, September 22 | 11:00 pm - 1:00 pm | 10 N. Pearl Street, Brockton



Join us for a ribbon cutting ceremony at **Vitra Adult Day Health's facility, located at 10 N. Pearl Street in Brockton!** A grab-and-go style lunch will follow the ceremony. Masks are welcome and may be supplied if you don't have your own! This is a complimentary

event and open to the public. For more information, email Cathryn at CSchofield@metrosouthchamber.com. We hope to see you there!

**About Vitra Health:** "At Vitra Adult Day Health, it is our mission to provide personalized, community and compassion-based daily care for elders or individuals with disabilities, including those with complex medical or rehabilitative needs.

Our caring staff tailor services to each person's needs so they are able to socialize as well as receive the daily supports they need to thrive. By providing a dynamic program that is tailored to a person's specific needs, we can ensure that our clients remain in their homes and independent yet safe- greatly lessening the potential need for hospitalizations or long-term placement.

Every day we offer healthy, freshly prepared lunches and snacks catered to dietary needs, health monitoring by a registered nurse, counseling, a wide variety of engaging activities as well as personal care assistance. Transportation is also coordinated and provided by us! Additionally, families have the peace of mind knowing that their family member is taken care of, entertained, and able to enjoy themselves in a safe place." Visit vitraadh.com to learn more about their services.

31st Annual Legislative Reception, October 7

Thursday, October 7 | 5:00 pm - 7:30 pm | Donahue Hall @ Stonehill College, Easton



LEGISLATIVE RECEPTION



You are cordially invited to attend the 31st Annual Legislative Reception on **Thursday, October 7, 2021 from 5:00 pm - 7:30 pm**. This is a casual event at which business leaders, elected officials, and candidates for public office can discuss important issues while enjoying complimentary refreshments and hors d'oeuvres. It will take place at **Stonehill College's Donahue Hall on 320 Washington Street in North Easton**.

As a member of the Metro South Chamber, your organization has a vested interest in helping foster stronger relationships with local officials. The Metro South Chamber Legislative Reception is an excellent and cost-effective way for you, your key staff, and colleagues to initiate or renew face-to-face contacts at the state, federal, and local level. We encourage you to participate and support the unified voice of the Metro South Chamber of Commerce. Together, we can ensure that government understands and supports the needs and concerns of the business community in our region.

Per Church guidance, face masks are required at this event. Please do not attend if you feel unwell.

For more information, contact Cathryn Schofield at (508)586-0500 ext. 231 or email cschofield@metrosouthchamber.com. This event is \$5 for members and \$15 for future-members. Register at metrosouthchamber.com.

Sponsors & Partners:




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Emma Stratton Director of Communications x 222	Theresa Lobo-Albin Finance x 230	
Cathryn Schofield Programs & Events Coordinator x 231		

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ACCREDITED  
CHAMBER OF COMMERCE

ACTION Report

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

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

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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CHAMBER Calendar

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

September

08

Ambassador Meeting

9:00 am

Zoom Virtual Meeting

10

Good Day Metro South / COVID-19 Economic Recovery Update Call

2:00 pm

Zoom Virtual Meeting

22

Vitra Health Ribbon Cutting

11:00 am

10 N. Pearl Street, Brockton

29

"Introductions & Referrals" Workshop

1:00 pm

Zoom Virtual Meeting. Member-led workshop, offered by GleeWorks

October

05

Executive Board Meeting

3:00 pm

Zoom Virtual Meeting

06

Ambassador Meeting

9:00 am

Zoom Virtual Meeting

06

"Practical Strategic Planning" Workshop

1:00 pm

Zoom Virtual Meeting. Member-led workshop, offered by GleeWorks

07

31st Annual Legislative Reception

5:00 pm

Donahue Hall, Stonehill College, 320 Washington Street, Easton

22

Good Day Metro South

11:45 am

Save the date! Location TBA

27

Board Meeting

12:30 pm

Zoom Virtual Meeting

November

03

Ambassador Meeting

9:00 am

Zoom Virtual Meeting

10

108th Annual Meeting & B2B Expo

12:00 pm

Adult & Teen Challenge Multipurpose Auditorium, 1315 Main St. Brockton

19

NEREJ: Southeastern Massachusetts Panel

TBA

Save the date!

December

07

Executive Board Meeting

3:00 pm

Zoom Virtual Meeting

08

Ambassador Meeting

9:00 am

Zoom Virtual Meeting

10

Good Day Metro South

11:45 am

Save the date! Location TBA

22

Board Meeting

12:30 pm

Zoom Virtual Meeting

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



## UP-TO-DATE News Sponsored by: Good Samaritan Medical Center



### MassDevelopment Monthly Office Hours at the Chamber with Jay Pateakos

Jay Pateakos, Vice President of Business Development for the South Region of MassDevelopment will host a series of virtual office hours through the Metro South Chamber of Commerce.

Pateakos will be available to provide information and answer questions about how the organization can help businesses, financial institutions, and municipalities in southeastern Massachusetts.

For more information, email Jay at [jpateakos@massdevelopment.com](mailto:jpateakos@massdevelopment.com) or call (508) 678-0533 x 1201.



### Brockton Farmers Market, Every Friday through October 29 from 10AM-2PM on City Hall Plaza, 45 School Street in Brockton!

Every Friday, from July 16 through October 29 at the Brockton City Hall Plaza, Brockton, MA 10am-2pm  
The market accepts cash, credit, debit

Members - send Good News to [estratton@metrosouthchamber.com](mailto:estratton@metrosouthchamber.com)

and SNAP/EBT/Food Stamps and participates in the Healthy Incentives Program (HIP). Farm vendors also accept WIC and Senior FMNP Coupons. Please stop by the market manager tent for more information. The market offers a range of locally produced vegetables, fruits and beverages in addition to weekly music and activities.

### Exclusive Staples Discounts for Chamber Members

Members of the Metro South Chamber of Commerce have access to special partner discounts, 10% off in-store regularly priced purchases and 20% off Printing and Marketing Services, every time they shop in store. They can save on an assortment of products, from signage, to PPE, to business essentials, and more! Visit [www.metroouthchamber.com/membership/savings/](http://www.metroouthchamber.com/membership/savings/) to learn more.

### MSBDC Calendar - Online Training

Visit [msbdc.org/training](http://msbdc.org/training) to register

- Sept. 2 - Ready or Not: Trying to Survive a Pandemic
- Sept. 9 - Basics of Starting Your Business
- Sept. 13 - Basics of Starting Your Business
- Sept. 14 - The Digital Side of Starting a Business
- Sept. 14-16 - Introductions to QuickBooks Desktop
- Sept. 17 - Financing Export

## TIME FOR YOUR COVID TEST?

BNHC has moved our COVID testing to our trailer at 63 Main St. in Brockton, where we conduct tests daily.

**OUR SITE IS IN THE PARKING LOT OF OUR MAIN STREET CLINIC, JUST OFF LEGION PARKWAY IN BROCKTON.**

\*Results usually within 2 days!

\*Clean and safe with filtered air.

\*Results can be used for travel.

TO SCHEDULE YOUR TEST, PLEASE SCAN THE QR CODE OR DO **JUST ONE** OF THE FOLLOWING: 1: REGISTER AT [WWW.TINYURL.COM/COVIDTESTBNHC](http://WWW.TINYURL.COM/COVIDTESTBNHC) 2. CALL 1-844-4TEST19.

Sales: Resources for Massachusetts Businesses

- Sept. 29 - B2G Matchmaker Preparation
- Sept. 30 - 2021 Major Changes to the Export Administration Regulations

### OCAC Annual Golf Fundraiser 9/25

Otis Civilian Advisory Council, 9/25 10AM shotgun start. Best Ball Scramble accommodating up to 16 foursomes followed by dinner, prizes, raffle & silent auction. The golf fundraiser will be at the Falson Course on JBCC. Proceeds to benefit the troops and families at the Joint Base

Cape Cod. Contact: [johnscanlan@industriaenergy.com](mailto:johnscanlan@industriaenergy.com), (508)-889-7504. Registration deadline is 9/17.

**Bridgewater Business Association Autumn Fest** Saturday, September 25th from 10:00 am - 3:00 pm on Boyden Quad at Bridgewater State University. Meet local artisans, paint pumpkins, enter raffles, hear great music, fire department and police K9 demonstrations, petting zoo, bounce house, local food trucks, business booths with crafts, and more! Visit [bridgewaterbiz.biz](http://bridgewaterbiz.biz) to learn more, vendor opportunities still available!

## Health Care Matters

Sponsored by: Good Samaritan Medical Center 235 North Pearl Street, Brockton, MA 02301 508-427-3000 [www.goodsamaritanmedical.org](http://www.goodsamaritanmedical.org)

### Good Samaritan Medical Center

A STEWARD FAMILY HOSPITAL



### Matthew Hesketh Named President of Good Samaritan Medical Center

Matthew Hesketh has been named President of Good Samaritan Medical Center (GSMC).

Matthew Hesketh, President, Good Samaritan Medical Center

Hesketh joined Steward Health Care in 2009, most recently serving as Chief Operating Officer, Vice

President of Operations, and Director of Quality and Patient Safety at Good Samaritan Medical Center. Hesketh has more than nine years of health care leadership experience with a focus on high-quality care, innovative services, operational excellence, and community commitment.

As Chief Operating Officer at GSMC, Hesketh has overseen extensive programmatic development that has resulted in GSMC becoming the first Level III Trauma Center in Massachusetts EMS Region V, and an Orthopedic Center of Excellence for Total Joint Replacement, a designation from The Joint Commission.

Prior to his tenure at Good Samaritan Medical Center, Hesketh held several positions within the Steward Health Care system, including Manager of Performance Improvement and Regulatory Preparedness at Morton Hospital, Quality and Performance

Improvement Analyst for Steward Corporate Offices, and a role in Finance and Administration at Carney Hospital.

Hesketh holds a Bachelor of Arts from Boston College and a Master of Business Administration with a concentration in Healthcare Administration from Southern New Hampshire University.

"I'm honored to have the opportunity to lead an outstanding team of physicians, nurses and staff at Good Samaritan Medical Center. It is the unwavering dedication of our entire team that has made it possible to meet the ongoing challenges we have faced over the past year. Living in the greater Brockton area, I know firsthand the vital role Good Samaritan Medical Center serves in providing high-quality and compassionate health care for the people in our region. It is a privilege to serve my community in a new

role as we work together to build the programs and services that make Good Samaritan Medical Center the premier choice for health care," said Matthew Hesketh, President, Good Samaritan Medical Center.

Past GSMC President Dr. Marisela Marrero is embarking on a new and exciting role as President of Hialeah Hospital, one of the five South Florida hospitals recently acquired by Steward. For the past three years, Dr. Marrero has provided forward-looking leadership as President of GSMC. She brought a unique combination of clinical and business acumen to her tenure, resulting in countless achievements and recognitions that established GSMC as a health care leader in the region. We wish her continued success in her new role.

To learn more about Good Samaritan Medical Center, visit [goodsamaritanmedical.org](http://goodsamaritanmedical.org).



# 108th Annual Meeting & B2B Expo

Wednesday, November 10 | 12:00 pm - 2:00 pm | Adult & Teen Challenge Center, Brockton

METRO SOUTH  
CHAMBER OF COMMERCE

108th ANNUAL  
meeting

November 10, 2021

METRO SOUTH  
Regional Economic  
Development  
Organization

featuring the:  
business2business  
connection  
Expo 2021

Adult & Teen Challenge  
New England and New Jersey  
Freedom From Addiction Starts Here

Join us on Wednesday, November 10th at the Adult & Teen Challenge Center, located at 1315 Main Street in Brockton, for the 108th Annual Meeting and B2B Expo. Meet other business people & community leaders by attending the Annual Meeting to celebrate businesses working together for the future of the Metro South Region. The Annual Meeting will feature **Alex Langshur, EVP, Global Google Technology Practice Lead**, as well as networking, awards, and raffles. Attendees will receive a special giveaway.



Alex Langshur, EVP, Global Google Technology Practice Lead

Formerly the founder and co-CEO of Cardinal Path, a Merkle company, Alex now leads dentsu's global Google Practice where he brings together the Google Marketing Platform and Google Cloud Platform leadership and capabilities from across all markets. He is focused on delivering a globally consistent, integrated, and world-class suite of Google services to clients to generate market awareness around the full power and capabilities of Google's martech stack. Since joining the dentsu/Merkle family in 2016, Alex has helped lead dentsu to its #1 position as the world's largest reseller of Google Analytics 360.

A successful entrepreneur, CEO, and committed lifelong learner, Alex has been deeply involved in promoting consent-based and data-driven marketing, leveraging advanced analytics to create deeper customer relationships that lead to lasting brand value. A major proponent of building a strong culture and servant leadership, Alex is deeply focused on building a modern-day consulting service that is obsessed with creating client value and driving sustainable client growth.

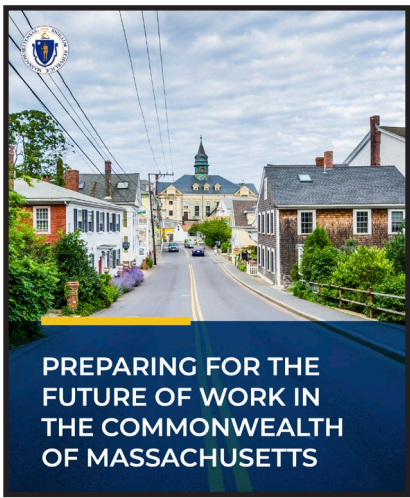
Alex is past-President and Director Emeritus of the Digital Analytics Association, has taught digital marketing and data analytics for the University of British Columbia, and has been retained by Google to deliver training and coaching on agency management in the Americas, Europe, and APAC. He is a graduate of McGill University and holds an M.Sc. in Earth Sciences from the University of Ottawa. He lives in Boston with his wife, two sons, and golden retriever.

The cost to attend is \$100 for members and \$135 for future members. Tables of 10 are available for \$1000. For information and to reserve your ticket, contact Cathryn Schofield at (508) 586-0500 x 231 or email CSchofield@metroouthchamber.com. You may also purchase tickets online at metroouthchamber.com.

### Lead Sponsors:

### Contributing Sponsors & Partners:

# Commonwealth Releases "Future of Work" Report



The Baker-Polito Administration recently released the Future of Work Report, commissioned by the Administration to evaluate the ways that the COVID-19 pandemic has changed work habits in Massachusetts as the Commonwealth emerges from the pandemic. The Administration also outlined steps that it is taking to address the key findings of the report, with investments and other initiatives to boost housing production and downtown economies, connect workers with skills for high-demand fields, support changing transportation needs, promote flexibility in child care, and more.

A key takeaway from the report is the need to re-credential hundreds of thousands of workers over the next decade, and the Administration is proposing to boost investments in programs like the Workforce Training Fund Program (WTFP) through its \$2.9 billion plan to spend part of the discretionary funds received by the Commonwealth from the federal American Rescue Plan Act of 2021 (ARPA). The Administration's plan includes \$240 million for workforce development and job-training programs.

"Massachusetts is well-positioned as we emerge from the pandemic and look to promote economic growth, and the Future of Work Report provides us with a roadmap to build on our strengths and address areas that remain challenges," said Governor Charlie Baker. "Our Administration is working to respond to this report's findings by pursuing significant investments in housing, job-training and downtown development through our plan to invest \$2.9 billion in federal funds from the American Rescue Plan Act. We are also making investments and using other tools to provide more flexibility for residents in child care and transportation, and we look forward to continuing to partner with workers, businesses and communities to respond to the needs raised in this report."

"The Future of Work Report provides us with a blueprint for building up the Commonwealth's housing stock, workforce, downtown economies, and infrastructure," said Lt. Governor Karyn Polito. "The Report evaluated potential changes in the economic landscape for each region of Massachusetts, and underscores the importance of our proposals to invest in housing, job-training and communities."

### Report Takeaways:

The report concludes that changing ways of working – such as hybrid and remote work – may shift the "center of gravity" away from the urban core. At the same time, changes in the economic landscape will mean that expansive workforce training will be needed to connect workers with the skills they need for the future economy, with potentially 300,000-400,000 people needing to transition to different occupations or occupational categories over the next decade.

Meanwhile, the report finds that the high cost of housing will remain a challenge – as will the need to ensure all communities can share equitably in the Commonwealth's growth. The report estimates that the Commonwealth will need to produce 125,000-200,000 housing units by 2030.

### The report provides eight core insights:

1. Demand for office real estate may fall as workers spend more time in residential areas due to hybrid work.
2. Hybrid work will likely drive demand for flexible childcare options, requiring childcare business models to evolve.
3. Public transit ridership is likely to fall, with the steepest decline likely in commuter rail.
4. Business travel may be structurally reduced from pre-pandemic levels.
5. Workforce training may be required at an unprecedented scale and pace.
6. The Commonwealth population is likely to grow, albeit more slowly than pre-pandemic
7. Existing equity challenges will intensify.
8. Equitable housing opportunities will be key to retaining and attracting people.


To read the report, visit [mass.gov/news/baker-polito-administration-releases-future-of-work-report-outlines-ongoing-steps-to-address-findings](https://mass.gov/news/baker-polito-administration-releases-future-of-work-report-outlines-ongoing-steps-to-address-findings)



# Business and Finance Career Fair Expo UMB



**BUSINESS, ACCOUNTING, AND  
FINANCE CAREER EXPO 2021**  
**Tuesday, September 28th, 2021**  
**2:00PM - 5:00PM**  
Questions? Contact Deborah Federico  
Email: [Deborah.Federico@umb.edu](mailto:Deborah.Federico@umb.edu)



OFFICE OF CAREER SERVICES  
AND INTERNSHIPS  
UNIVERSITY OF MASSACHUSETTS BOSTON

"Meet with hundreds of the region's most experienced, driven and diverse students and alumni, as well as our neighbors and partners from the surrounding communities. Join us virtually to recruit interns, entry level and experienced employees, while increasing your organization's visibility on our campus. UMass Boston has the most diverse pool of experienced candidates in New England. We look forward to your participation in our Business, Accounting & Finance Career Expo 2021. If you need additional information or assistance, please contact Deborah Federico at [deborah.federico@umb.edu](mailto:deborah.federico@umb.edu)."

# Advertise in the 2022 Metro South Guide!



Don't miss the opportunity to advertise in the 2022 Metro South Guide, the region's best quality of life directory. Your ad will be listed in close proximity to your free business directory listing. In addition, your alphabetical and categorical listing will receive extra embellishment. This opportunity is sure to give you a leg up on the

competition by receiving added exposure.

We recently doubled the print copies and mailed them to over 8,000 registered businesses across the Metro South region.

Don't have time to create an ad, or the money to pay a designer? If you reserve your ad space now, our in-house graphic designer will create a professional quality full color ad for you, free of charge!

Contact Emma at [EStratton@metrosouthchamber.com](mailto:EStratton@metrosouthchamber.com) or call (508) 586-0500 x 222 to learn more. Visit [metrosouthchamber.com/book-for-business](http://metrosouthchamber.com/book-for-business) for more info.

Last year, we adopted the State's most recent Travel & Tourism campaign, "My Local MA" - designed to encourage in-state support for our local businesses effected by the COVID-19 pandemic. **Put your money where your heart is: right here in Massachusetts.**

If you are new to this region, we aim to inform you. If you live here, we want to remind you. If you do business here, we wish to thank you.



The new season of Metro South Chamber events is about to begin, and we want you to be there! Reserve your 2021 - 2021 Season Ticket now and get access to events all year long. The season ticket includes:

- **Now including the Legislative Reception**
- All Good Morning Metro South Programs (5 Programs, \$195 value)
- All Business After Hours (12, up to \$60 value)
- Annual Legislative Luncheon (\$39 value)
- ATHENA Award Luncheon (\$39 value)
- Small Business Awards Luncheon (\$39 value)
- 1 Taste of Metro South Ticket (\$35 value)
- All for just \$289 (Savings of 19% +)

## SEASON TICKET AND ADDITIONAL SAVINGS OPTIONS

Season Ticket: # \_\_\_\_\_ Discounted Tickets x \$289 = \$ \_\_\_\_\_

For more information, contact Cathryn Schofield at [CSchofield@metrosouthchamber.com](mailto:CSchofield@metrosouthchamber.com) or call (508) 586-0500 x 231.

# National Small Business Week Virtual Conference

**National Small Business Week  
VIRTUAL CONFERENCE**  
**Sept. 13-15, 2021**



September 13 - 15: The annual NSBW is hosted especially for small business owners and entrepreneurs in the U.S.

This year, NSBW will celebrate the resiliency of entrepreneurs and highlight the positive impact of small business success in the United States. Small business leaders are invited to

take advantage of this free, online event to participate in educational webinars led by industry leaders, network with other small business entrepreneurs, and take advantage of resources from small business partners. Co-sponsored by SCORE and the SBA, registration for this annual virtual summit is free!

## This year's event offers:

- 20 sessions of information and content especially curated for small business entrepreneurs
- A special highlight on small business resiliency in 2021 and beyond
- Keynote session by the Secretary of Commerce
- Focus on Hispanic small business on Sept 14 as part of Hispanic Heritage Month
- Resources from industry-leading small business partners
- Easy to navigate online virtual conference space, with live interactive networking and sessions
- Networking lounge and opportunities with other business owners and aspiring entrepreneurs

Don't miss this once-a-year exciting event especially for small business owners and aspiring entrepreneurs! Visit [score.org/national-small-business-week](http://score.org/national-small-business-week) to register and learn more.

# U.S. Census: Massachusetts Population Grew 7.4% to Over 7 Million From 2010-2020



America Counts recently launched a state-by-state look at the demographic changes the new 2020 Census results reveal. State profiles identify key population characteristics.

- Population (up 7.4% to 331.4 million).
- Race and ethnicity (White alone 61.6%; Black alone 12.4%; Hispanic 18.7%; Asian alone 6%; American Indian and Alaska Native alone 1.1%; Native Hawaiian and Other Pacific Islander alone 0.2%; Some Other Race alone 8.4%; Two or More Races 10.2%).
- Diversity Index (61.1%, up from 54.9%).
- Under-18 (down 1.4%) and adult population (up 10.1%).
- Housing units (up 6.7%) and vacancies (down to 9.7%).

To learn more, visit [census.gov/library/stories/state-by-state/massachusetts-population-change-between-census-decade.html](https://census.gov/library/stories/state-by-state/massachusetts-population-change-between-census-decade.html)

# Updated: OSHA Small Business Safety and Health



OSHA and the National Institute for Occupational Safety and Health (NIOSH) have collaborated to issue an updated workplace safety and health handbook for small businesses.

The Small Business Safety and Health Handbook highlights the benefits of implementing an effective safety and health program, provides self-inspection checklists for employers to identify workplace hazards, and reviews workplace safety and health resources for small businesses.

The self-inspection checklists are designed to help general industry employers identify workplace hazards and where to take action to make their workplaces safer and more healthful for their employees. Employers can use the checklists in several ways, including printing them out and filling them out by hand, or entering information in the fillable PDF forms and then saving the checklists or printing them out. Visit [osha.gov/sites/default/files/publications/small-business.pdf](https://osha.gov/sites/default/files/publications/small-business.pdf) to download



## Water Pointe Networking Success in Easton



Chamber staff: (L-R) Grace Olivieri, business intern; Cathryn Schofield, Programs & Events; Emma Stratton, Communications.



(L-R) Kristen Heuwold, Apothecare Inc.; Andrew Chin, Carol Chin, McDonald's Franchisee; Chris Cooney, MSCC.



A little rain couldn't stop the networking!



Suzanne Fernandes, North Easton Savings Bank and Christian Lecorps, Atlas Prime NRG



Food and beverage catered by Shovel Town Brewery

outdoor networking a hit! Visit flickr.com/metrosouthchamber to view the full photo album.

Want to gain business exposure and host a Business After Hours of your own? Contact our Programs & Events Coordinator, Cathryn Schofield at CSchofield@metrosouthchamber.com or call (508) 586-0500 x 231

## Report of the Nominating Committee



The Chamber Board of Directors, composed of a broad cross-section of Chamber members, is responsible for policy direction for the organization. For continuity, board terms are staggered over three years. The Chamber's Nominating Committee proposes the following slate of candidates to fill terms expiring this year on the Board of Directors.

Nominated to serve in the Class of 2024 are George Spilios, Crown Linen; Todd Copeland, Copeland Auto Group; Rick Fisher, Bluestone Bank; Michael Lambert, Brockton Area Transit Authority.

Nominated to serve a two-year term in the Class of 2023 are Paul Anghinetti, Bank of America; Jeni Mather, JM Pet Resort; Carol Chin, McDonalds Franchisee; Matthew Hesketh, CEO Good Samaritan Medical Center; Kelly Mallory; Mallory Headsets .

Nominated to serve a one-year term in the Class of 2022 are David Teixeira, Mattress Maker; Donald Donnalson, Beantown Builders; Albert Senesie, Victory Human Services; Lisa Strattan, Enterprise News & Wicked Local; Andrew St. Pierre, Brockton Plumbing Supply.

In accordance with the Chamber bylaws, additional names of Chamber members can be nominated by petition bearing the signatures of at least 30 member firms in good standing. Such petitions must be filed by September 10, 2021. If a legal petition is presented with additional candidates, the names of all candidates will be mailed to all active members. If no petition is filed, the nominations shall be closed and the nominated slate will be elected by the Board at their October meeting.

New Board members will take office at the Chamber's Annual Meeting on November 10, 2021. All Board of Directors' meetings are open to any Chamber member who wishes to attend.

## Chamber Welcomes Schofield, Programs & Events

The Metro South Chamber is pleased to announce the staff addition of Cathryn Schofield as the new Programs & Events Coordinator. In this role, Cathryn will be responsible for all Chamber programs and events. This includes the monthly Business After Hours and Good Day Metro South lunches as well as the Taste of Metro South, Legislative Luncheon, Small Business Awards, ATHENA Program, and the Chamber's Annual Meeting and Business Expo. Cathryn will also be responsible for maintaining member relationships and assisting members with accessing benefits to help their business or organization grow and succeed.



Cathryn Schofield, Metro South Chamber of Commerce Programs & Events Coordinator

Cathryn earned a Bachelor's Degree in Studio Art from Hope College, and comes to us from the Old Colony YMCA in a senior group leader for school age care position. "The Chamber is fortunate to have continued to attract very talented professionals. We look forward to all Cathryn brings to the Chamber and will offer our members," said Chamber president and CEO, Christopher Cooney, CCE.

For questions regarding chamber events, contact Cathryn (508) 586-0500 x 231, CSchofield@metrosouthchamber.com. Feel free to reach out and introduce yourself!

## Chamber Bids Farewell to Business Intern, Olivieri



Grace Olivieri, George Washington U.

Summer business intern, Grace Olivieri of Scituate departs from the chamber and returns to George Washington University to continue her studies in business, marketing strategy and analytics. Grace is social events marketing chair for her sorority, Chi Omega (Phi Alpha Chapter) and deputy of communications at She's the First GW, a non-profit that advocates for womens rights and access to education. Grace's work at the Chamber was instrumental this summer, she will be missed!

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# Support Local Restaurants with Outdoor/Indoor Dining and Take-Out Menus!



**JOIN US FOR GOOD®**

Sponsor: Eastern Bank

Please remember our wonderful eateries and enjoy their outdoor and indoor dining. You may also order some delicious food to-go. You may discover a new taste or visit a favorite place while helping them during this challenging time. Offerings are subject to change. For the best service, please contact the restaurant directly. This list is comprised from various sources including the City of Brockton. To include your restaurant on this list, contact Cathryn at CSchofield@metrosouthchamber.com or call (508) 586-0500 x 231.

<b>2 Jerks BBQ</b> 701 Broadway Street Raynham, MA (508) 386 2737	<b>Christo's To Go</b> 785 Bedford Street Whitman, MA (508) 588-4200	<b>Georgio's Pizza and Roast Beef</b> 1041 Pearl Street Brockton, MA (508) 580-0160	<b>LongHorn Steakhouse</b> 800 US Road, Route 44 Raynham, MA (508) 821-9246	<b>Panera Bread</b> 1301 Belmont Street Brockton, MA (508) 587-1520	<b>Stonebridge Cafe</b> 1285 Belmont Street Brockton, MA (508) 584-5200
<b>Abington Ale House</b> 1235 Bedford Street Abington, MA (781) 871-6811	<b>Classic Subs &amp; Pizza</b> 144 Howard Street Brockton, MA (508) 580-0577	<b>Good Days Restaurant</b> 99 South Main Street West Bridgewater, MA (508) 584-0077	<b>Maui Restaurant</b> 1875 Main Street Brockton, MA (508) 583-1010	<b>Papa Gino's</b> 885 Belmont Street Brockton, MA (508) 588-1911	<b>Stoneforge Grill</b> 10 Roosevelt Circle South Easton, MA (508) 238-0550
<b>Back Bay Bagel</b> 1280 Belmont Street Brockton, MA (508) 580-6565	<b>Crown Fried Chicken</b> 1012 Main Street Brockton, MA (508) 580-5222	<b>Hill's Home Market</b> 413 River Road Hudson, MA (978) 567-1402	<b>McDonald's</b> 908 N. Montello Street Brockton, MA (508) 588-9920	<b>Peppercorns Café</b> 445 Central Street Stoughton, MA (781) 341-0006	<b>Stoughton House of Brews</b> 28 Porter Street Stoughton, MA (781) 436-8435
<b>Barrett's Alehouse</b> 674 W. Center Street West Bridgewater, MA (508) 510-4204	<b>D'Angelo Grilled Sandwiches</b> 648 Pleasant Street Brockton, MA (508) 427-9395	<b>Home Cafe</b> 677 N. Main Street Brockton, MA (508) 583-9768	<b>McDonald's</b> 664 Crescent Street Brockton, MA (508) 586-4594	<b>The Peruvian Place</b> 55 City Hall Plaza Brockton, MA (508) 580-0147	<b>Sunset Cafe</b> 1110 Main Street Brockton, MA (508) 857-2289
<b>Bertucci's Brick Oven Pizzeria</b> 1285 Belmont Street Brockton, MA (508) 584-3080	<b>Doe E Duck Donuts</b> 199 Belmont Street Brockton, MA (508) 583-9571	<b>IHOP</b> 540 Westgate Drive Brockton, MA (508) 521-6050	<b>McGuigan's Pub</b> 546 Washington Street Whitman, MA (781) 447-7333	<b>Petti's Market &amp; Deli Market</b> 216 Belmont Street Brockton, MA (508) 586-6210	<b>Table 22</b> 25 Pleasant Street Brockton, MA (508) 897-8801
<b>Boston Fried Chicken</b> 95 Montello Street Brockton, MA (774) 776-2734	<b>Domino's Pizza</b> 1940 Main Street Brockton, MA (508) 588-3412	<b>Italian Kitchen</b> 1071 Main Street Brockton, MA (508) 586-2100	<b>McMenamy Seafood</b> 810 Belmont Street Brockton, MA (508) 586-1122	<b>Pizza Maria</b> 180 Oak Street Brockton, MA (508) 559-0701	<b>Tamboo Bistro</b> 252 Main Street Brockton, MA (508) 584-8585
<b>Brack's Grille &amp; Tap</b> 1280 Belmont Street Brockton, MA (508) 271-7777	<b>Domino's Pizza</b> 1085 N. Montello Street Brockton, MA (508) 587-1299	<b>JJ's Caffe</b> 610 N Main Street Brockton, MA (508) 510-4227	<b>Mee King Garden</b> 187 Crescent Street Brockton, MA (508) 588-1311	<b>Pizza Palace</b> 350 Oak Street Brockton, MA (508) 559-0707	<b>Teen Challenge Catering</b> 20 Clifton Avenue Brockton, MA (508) 510-7674
<b>Buena Vista Restaurant</b> 526A Main Street Brockton, MA (508) 580-7745	<b>El Rincon Del Sabor</b> 330 N. Main Street Brockton, MA (617) 301-0289	<b>Jo's Best Diner</b> 1050 Pearl Street Brockton, MA (508) 584-8334	<b>Mike Shea's Coffee Roasting</b> 30 First Street Bridgewater, MA (508) 807-5754	<b>Press It Juicery</b> 3 Roche Brothers Way North Easton, MA (508) 297-2585	<b>Terra Nossa</b> 1030 N. Montello Street Brockton, MA 02301 (508) 580-4463
<b>Buffalo Wild Wings</b> 486 Westgate Drive Brockton, MA (508) 559-1409	<b>Empower Nutrition</b> 828 Crescent Street Brockton, MA (508) 857-5931	<b>Joe Angelo's Cafe &amp; Deli</b> 11 Crescent Street Brockton, MA (508) 588-8331	<b>Miko's Cafe</b> 912 Crescent Street Brockton, MA (508) 232-6754	<b>Restaurant Panorama</b> 180 N. Main Street Brockton, MA (508) 427-1649	<b>Texas Roadhouse</b> 124 Westgate Drive Brockton, MA (508) 427-6244
<b>Cape Cod Cafe, Inc.</b> 979 Main Street Brockton, MA 02301 (508) 583-9420	<b>Five Star Pizza &amp; More</b> 739 Crescent Street Brockton, MA (508) 427-5555	<b>Just Desserts Bakery</b> 1 Main Street Bridgewater, MA (508) 807-0387	<b>Monikka Collection by MBJ Wines</b> mbjwine.com	<b>Rod's Pizza</b> 567 N. Main Street Brockton, MA (508) 583-8500	<b>Tinrays Family</b> 9 Winter Street Brockton, MA 02302 (508) 584-8900
<b>Charlie Chan's Restaurant</b> 1270 Main Street Brockton, MA (508)559-1776	<b>Flames</b> 804 Main Street Brockton, MA (508) 510-5608	<b>Lady C&amp;J Soulfood</b> 10 Perkins Ave Brockton, MA (508) 510-4668	<b>Montillio's Baking Company</b> 134 Spark Street Brockton, MA (508) 894-8855	<b>Shovel Town Brewery</b> 50 Oliver Street North Easton, MA (508) 205-7151	<b>Village Pizza &amp; Subs</b> 830 Crescent Street Brockton, MA (508) 580-1920
<b>Chinatown</b> 51 Oak Street Ext Brockton, MA (508) 580-2885	<b>Frank's Restaurant</b> 265 N. Pearl Street Brockton, MA (508) 588 9604	<b>Leal's Kitchen</b> 707 Warren Avenue Brockton, MA (508) 588-5955	<b>Nagoya Fusion</b> 739 Crescent Street Brockton, MA (508) 588-8388	<b>Somewhere Else Tavern</b> 65 School Street Pembroke, MA (339) 933-8300	<b>Westside Pizza</b> 35 Torrey Street Brockton, MA (508) 588-1331
<b>Chipotle Mexican Grill</b> 500 Westgate Drive Brockton, MA (508) 586-0102	<b>George's Cafe</b> 228 Belmont Street Brockton, MA 02301 (508) 588-4231	<b>Little Sami's</b> 1145 W. Chestnut Street Brockton, MA (508) 436-4766	<b>Only One Jamaican Restaurant II</b> 192 Warren Avenue Brockton, MA (617) 833-5872	<b>Stelios Pizza House</b> 25 Pearl Street Brockton, MA 02301 (508) 894-8160	<b>White's Bakery &amp; Cafe</b> 1041 Pearl Street Brockton, MA (508) 584-5100



# Federal, State & Regional COVID-19 Resources



The Metro South Chamber of Commerce is dedicated to providing support for our business community now more than ever - we're here for you. Below, please find an extensive list of federal, state, and regional resources available to you during the COVID-19 pandemic.

**Brockton Redevelopment Authority**  
Contact: Robert Jenkins  
(508) 586-3887

**Center for Women & Enterprise**  
Contact: Carla Akalatian  
(617) 532-0244

**Massachusetts Office of Business Development (MOBD)**  
Contact: Margaret Laforest  
(617) 973-8537  
Contact: Susan Whitaker  
(617) 973-8537

**MA Small Business Development Center Network (MSBDC)**  
Contact: Jill Beresford (508) 673-9783

**Massachusetts Supplier Diversity Office (SDO)**  
Contact: John Fitzpatrick  
(617) 720-3300

**MassDevelopment**  
Contact: Jay Pateakos  
(508) 678-0533

**MassHire Greater Brockton Workforce Board (MassHire GBWB)**  
Contact: Sheila Sullivan-Jardim  
(508) 584-3234

**MassHire Greater Brockton Career Center (MassHire GBCC)**  
Contact: John Murray  
(508) 513-3400

**SCORE Business Counselors**  
Contact: Rod Clark  
(508) 587-2673

**South Eastern Economic Development (SEED) Corporation**  
Contact: Sue Murray  
(508) 822-1020

**U.S. Small Business Administration (SBA)**  
Contact: Susan Lourie  
(617) 565-5564

# RAFT (Residential Assistance to Families in Transition) Program Offers \$10K Grants for Housing



(Residential Assistance to Families in Transition), provides short-term emergency financial assistance to help eligible homeowners and renters by assisting with mortgage payments, rent, utility bills, and other costs. This special program targets households facing instability as a result of a COVID-19 (Coronavirus) related housing crisis due to a loss of wages or increase in expenses (e.g., medical expenses). For more info, visit [NHSMass.org](https://www.nhsmass.org).

# Small Business Resource; We Speak Portuguese!



Theresa Lobo-Albin, Small Business Assistance



Theresa Lobo-Albin, has joined the chamber staff this past year and is fluent in Portuguese. She is available to communicate with businesses that may require help in learning about various business assistance programs serving entrepreneurs, businesses and non-profits throughout the region.

Theresa holds a degree in business and accounting and has worked with many small businesses from numerous industries over her career in accounting.

The Chamber (in partnership with many regional, state, and federal resources) operates the Metro South Business Assistance Center and Thomas Edison Business Incubator in support of business development. Many of the BAC resources can be found online and are being offered remotely,

including one-on-one coaching through SCORE Counselors.

To learn more about business assistance resources in English and Portuguese contact Theresa Lobo-Albin at [finance@metrosouthchamber.com](mailto:finance@metrosouthchamber.com) or call (508) 586-0500 x 230. To learn more about the Business Assistance Center (BAC) and available business resources, visit [www.metroouthchamber.com/resources/business-assistance](https://www.metroouthchamber.com/resources/business-assistance). Individual counseling is available by appointment.

# SBA Programs Provide Relief to Small Businesses



The **Shuttered Venue Operators Grant (SVOG)** program was established through the Economic Aid to Hard-Hit Small Businesses,

Nonprofits and Venues Act and amended by the American Rescue Plan Act to provide over \$16 billion in grants to shuttered venues. Visit [sba.gov](https://www.sba.gov) to learn more.

Eligible applicants may qualify for grants equal to 45% of their gross earned revenue, with the maximum amount available for a single grant award of \$10 million. \$2 billion is reserved for eligible applications with up to 50 full-time employees. *Eligible entities include:*

- Live venue operators or promoters
- Theatrical producers
- Live performing arts organization operators
- Museum operators
- Motion picture theater operators (including owners)
- Talent representatives

*Other requirements of note:*

- Must have been in operation as of February 29, 2020
- Venue or promoter who received a PPP loan on or after December 27, 2020, will have the SVOG reduced by the PPP loan amount



**Restaurant Revitalization Fund:** The American Rescue Plan Act established the Restaurant Revitalization Fund (RRF) to provide funding to help restaurants and other eligible businesses keep their doors open.

This program will provide restaurants with funding equal to their pandemic-related revenue loss up to \$10 million per business and no more than \$5 million per physical location. Recipients are not required to repay the funding as long as funds are used for eligible uses no later than March 11, 2023. Visit <https://www.sba.gov/funding-programs/loans/covid-19-relief-options/restaurant-revitalization-fund> to learn more. *Eligible entities who have experienced pandemic-related revenue loss include:*

- Restaurants
- Food stands, food trucks, food carts
- Caterers
- Bars, saloons, lounges, taverns
- Snack and nonalcoholic beverage bars
- Bakeries (onsite sales to the public comprise at least 33% of gross receipts)
- Brewpubs, tasting rooms, taprooms (onsite sales to the public comprise at least 33% of gross receipts)
- Breweries and/or microbreweries (onsite sales to the public comprise at least 33% of gross receipts)
- Wineries and distilleries (onsite sales to the public comprise at least 33% of gross receipts)
- Inns (onsite sales of food and beverage to the public comprise at least 33% of gross receipts)
- Licensed facilities or premises of a beverage alcohol producer where the public may taste, sample, or purchase products

## MORE COVID-19 RELIEF OPTIONS FROM THE SBA:



**Paycheck Protection Program:** This forgivable loan helps businesses keep their workforce employed during the COVID-19 crisis. (Please note, PPP ended on May 31, 2021 but existing borrowers may be eligible for PPP loan forgiveness.)



**COVID-19 EIDL:** This loan provides economic relief to small businesses and non-profit organizations currently experiencing a temporary loss of revenue.



**SBA Debt Relief:** SBA provides a financial reprieve to existing borrowers during the pandemic.



**Cross-Program Eligibility:** A summary of the criteria to meet when considering different funding options.

Visit [www.sba.gov/funding-programs/loans/covid-19-relief-options](https://www.sba.gov/funding-programs/loans/covid-19-relief-options) to learn more about any of the programs listed above.



# Webinars, Workshops, Endless Ways to Grow Your Business - Free and Affordable Business Resources

## SCORE - How Retailers Can Capitalize on Evolving Consumer Behavior with Payment, Fulfillment Models, and More

**Date & Time:** Thursday, September 23, 1:00 pm (virtual webinar)

**Register:** [www.score.org/take-workshop](http://www.score.org/take-workshop)

**Description:** In the last year, rapid shifts in consumer behavior and the surge in online shopping have driven retailers to adapt their operations and offerings. Nearly 60% of retailers are already using or rolling out the Buy Now, Pay Later payment model, according to Software Advice’s latest retail survey. It also found that over 50% have expanded and allocated more resources to Buy Online, Pickup In-store (BOPIS) in the last year alone. Join Sophie Blake, Founder of Sophie Blake Designs, Suzanne Mcgrath, SCORE Mentor and Retail Expert, and Blake Clark, Group Vice President of Software Advice, for an exciting conversation about how retailers are pivoting to provide more payment offerings, fulfillment models, and more to adapt to the demands of today’s new consumer.

What you’ll learn:

- Why providing flexible payment offerings and fulfillment methods can drive sales
- What tools you’ll need to provide a seamless experience to meet the demands of today’s omnichannel consumer
- Trends/strategies for navigating evolving consumer behavior

## SCORE - Boom! Take Your Business to the Next Level Using Webinars, Podcasts, Live Streaming and Beyond

**Date & Time:** Tuesday, September 28, 1:00 pm (virtual webinar)

**Register:** [www.score.org/take-workshop](http://www.score.org/take-workshop)

**Description:** Does Amazon still sell only books? Does Starbucks still sell only coffee? Then why are you still doing the same old thing? In this rapidly changing world, the time is ripe to take your business to the next level. And the good news is, it’s not that hard to do! Steve Strauss, USA TODAY senior columnist and bestselling author, will show you the steps needed to boom your business, using a variety of powerful, affordable, yet easy-to-use digital tools.

Find out everything you need to know to:

- Build your brand, be seen as the expert, and sell more with a podcast
- Reach thousands of new people with your own webinar
- Use video to build connections and capture people’s attention
- Master Facebook Live and other similar streaming options
- And much more!

## Member-Led Workshop: GleeWorks Holistic Coaching - Introductions & Referrals

**Date & Time:** Wednesday, September 29, 1:00 pm - 4:00 pm (virtual webinar)

**Register:** call Marcy (781) 223-8221

**Description:** Are you meeting people but still not getting business? Do you avoid going to networking events? Do you have piles of business cards and don’t know what to do next? This workshop will teach you the art and science of making an introduction and getting referrals. These are skills you need to help you create opportunities to grow your business. Workshop includes....

- Identify good referral sources
- Set up and conduct a meeting
- You will develop your 60 second pitch,
- Manage anxiety and resistance around networking
- Learn how to ask for business
- Create win-win situations
- Build a supportive ecosystem

## Member-Led Workshop: GleeWorks Holistic Coaching - Practical Strategic Planning

**Date & Time:** Wednesday, October 6, 1:00 pm - 4:00 pm (virtual webinar)

**Register:** call Marcy (781) 223-8221

**Description:** Are you fighting fires, missing out on opportunities and just not able to reach your goals? Make Better Decisions and Get Results. You will use your time more wisely with this Powerful Set of Tools. We will work through the practical strategic planning workbook together, including.

- Vision and mission clarification
- Current business cycles
- SWOT Analysis– Strengths, Weaknesses, Opportunities and Threats
- Einstein Matrix to determine priorities.
- 24 hour clock & 12 month clock

- Developing a 1 year strategic plan and tracking system.
- Self-care and managing stress

Why take this workshop?

- Make better, faster decisions
- Communicate your vision and mission effectively
- Take advantage of opportunities
- Define and Meet your goals
- You will have a practical and dynamic strategic plan for your team.

# RENEWING Members

## Thank you!

A Phone Jack  
ACE Surgical Supply Company  
AFLAC  
Alpha Chemical Services, Inc.  
Aqua Leisure Industries, Inc.  
Asaman, Inc.  
Bay State Shredding  
Beantown Builders, Inc.  
BFI Waste Services  
BlumShapiro & Company, P.C.  
Brack's Grille & Tap  
Brewster Ambulance Service  
Bridgewater Pediatrics, LLC  
Bridgewater State University  
Bristol County Savings Bank  
Brockton Area Arc, Inc.  
Brockton Community Schools  
Brockton Historical Society  
Brockton Symphony Orchestra  
Buffalo Wild Wings  
CareerWorks/UMDI  
CATAX, Inc./Christos Liapopoulos  
City of Brockton  
Compass Medical  
Conway Insurance Agency  
Copeland Chevrolet  
Copeland Toyota  
Correct Care Recovery Solutions/  
Bridgewater State Hospital  
Council on Aging Mary Cruise  
Kennedy Senior Center  
Curtin Bros. Oil  
Family & Community Resources, Inc.  
Farley Funeral Home, Inc.  
Fun Enterprises, Inc.

Gary R. Oman, CPA, PFS, MST U.S.  
Wealth Management  
GROW Associates, Inc.  
Hajjar Management Co., Inc.  
Harbor Health Elder Service Plan  
Hart Design DBA Edible South Shore  
& South Coast  
Healing Hearts Holistically  
Holy Cross Family Ministries  
Irving's Home Center  
Jackson Welding  
John T. Veale, D.M.D., Peter G. Veale,  
D.M.D. Inc.  
Legion Parkway Cleaners Inc  
Modern Auto Body  
My Brother's Keeper  
NeighborWorks Housing Solutions  
Pinecraft Signs & Graphics  
Robert G. Roy  
Rotary Club of Brockton  
Skyline Glass & Glazing, Inc.  
South Shore SoftWash, LLC  
Southeastern Oral & Maxillofacial  
Surgeons  
St. Joseph Manor Health Care, Inc.  
Sullivan Tire & Auto Service  
Support The Soupman  
The Arbors Assisted Living of  
Stoughton  
The Charity Guild, Inc.  
Trufant Real Estate, Inc.  
Vicente's Tropical Grocery  
Whelan Associates  
Yard Services, LLC

# WELCOME NEW MEMBERS!

## Reinvesting in Our Community

### Bottom Line Accountants, LLC

D. Stephan Knight  
40 Ridge Street  
Brockton, MA 02302  
(508) 217-4485  
[bottomlineacct.com](http://bottomlineacct.com)  
*Accountants*

### Column Health

Mr. Joseph P. McCaffrey  
489 Page Street  
Stoughton, MA 02072  
(844) 909-2615  
[columnhealth.com](http://columnhealth.com)  
*Mental Health Clinic*

### Meade Draves Consulting

Ms. Nicki Meade Draves  
Brockton, MA 02301  
(774) 274-2560  
*Consultants*

### Walkover Commons Apartments

Kathleen Pettenati  
100 Perkins Avenue  
Brockton, MA 02302  
(508) 588-7368  
Fax: (508) 588-9636  
[beaconcommunitiesllc.com](http://beaconcommunitiesllc.com)  
*Apartment/Condo Rentals*

For membership, contact Marcy Venezia  
(508) 586-0500 x 229 • [MVenezia@metrosouthchamber.com](mailto:MVenezia@metrosouthchamber.com)



Networking Group USA Partners with Chamber



The Metro South Chamber and Networking Group USA have formed a partnership to engage emerging businesses and help them grow. This is a low cost way to network, and in combination with Chamber membership, is great way to grow your

business. Visitors are always welcome. Networking Meetings:

**Lakeside Chapter** - Meets the 1st and 3rd Tuesday every month from 8:30-9:30 AM at Grille 58, 284 Monponsett Street in Halifax.

**Easton Area Networking Group USA** - Meets the 2nd & 4th Wednesdays 8:00-9:00 AM via Zoom, contact Marcy at marcyvenezia@gmail.com

**Waters Networking Group** - Meets the 1st & 3rd Thursdays 8:30-9:30 AM. Contact jane@rightkeymortgage.com, in-person meetings at Keeping Pace with Multiple Miracles in West Bridgewater.

For more information about Chamber Membership and Networking Groups contact Marcy at MVenezia@metrosouthchamber.com. Please contact each group for updates on their meetings during COVID-19.

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

The **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](http://bridgewaterbiz.biz) for more information.

The **Connect 24 Business Alliance (C24BA)**, formerly the Randolph & Stoughton Chambers of Commerce, was formed to increase strength and support for our members and provide more opportunities for our local business community to thrive. Visit [connect24ba.com](http://connect24ba.com) to learn more.

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

The **Easton Chamber of Commerce** is a non-profit 501(c)(6) membership organization representing business and professional people. The Easton Chamber of Commerce mission is to unite, guide and support Easton businesses with the goal of increasing economic opportunities and fostering a healthy business climate. Visit [easton-chamber.com](http://easton-chamber.com) to learn more.

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](http://norwellchamberofcommerce.com) 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](http://sswbn.org) for more information.

Join the Chamber Now, \$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 to Receive OVER \$1,000.00 IN PROMOTIONAL BENEFITS

- FREE Member Listing in the Action Report newsletter (distributed to over 20,000)
- FREE Member Profile in Action Report newsletter, distributed through the Enterprise
- 2 FREE Listings in the 2022 Book for Business
- FREE 2021 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 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
- FREE business workshops
- Health Insurance Opportunities, Energy Power Purchasing Program, And More!! (Base Rate is \$325 + \$5 per full time employee)

For more info or to set up an appointment contact Marcy for Membership! Call (508) 586-0500 x 229 or email MVenezia@metrosouthchamber.com.

SEED Corp. Offers Brockton Business Loan Program

South Eastern Economic Development (SEED) Corporation focuses on job creation by financing small business in Massachusetts and Rhode Island through:

- Micro & Small Loans up to \$250,000 available at 5-6%
- SBA 504 rate at ALL-TIME LOW 3.02% Fixed for 20 years for Commercial Real Estate and Fixed Assets
- Working Capital, equipment, inventory, furniture and fixtures, and leasehold improvements
- No pre-payment penalties
- Technical Assistance

For more information call (508) 822-1020 x 312 or visit [www.seedcorp.com](http://www.seedcorp.com)

Own A Small Biz? Thinking of Starting One? Call SCORE!

To succeed, you have to stay ahead of the competition; whether you're looking for a business direction sheet or working to tap into value creation, connect with a SCORE mentor to help you! If you're just starting a business, SCORE mentors can provide the practical action plan, education and tools you need to open your doors and establish a customer base.

Already own a business? Our volunteer mentors can help identify ways to increase profit, improve employee and customer satisfaction, and achieve work/life balance. With SCORE, you can have the honest, confidential and sometimes tough conversations about raising money, motivating your team, marketing your business, and other topics.

Take advantage of their free live webinar series! Learn more by visiting [www.sema.score.org](http://www.sema.score.org) or by calling (508) 587-2673. Ahead for the month...

**September 23:** How Retailers Can Capitalize on Evolving Consumer Behavior with Payment, Fulfillment Models, and More


**September 28:** Boom! Take Your Business to the Next Level Using Webinars, Podcasts, Live Streaming and Beyond

**October 5:** Protecting Your Business from Cybercrime- 2021-22 Cybersecurity Updates






### Bottom Line Accountants, LLC



40 Ridge Street, Brockton • (508) 217-4485  
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Bottom Line Accountants, LLC has been providing our clients with first-class bookkeeping services since 2007. We take care of all of your bookkeeping needs so you don't have to, leaving you free to focus on the rest of your life. Whether you are starting a business or just need help with bookkeeping, we are here for you.


### Column Health



489 Page Street, Stoughton • (844) 909-2615  
columnhealth.com

We facilitate full recovery from mental illness and substance use disorders; enabling stability and self-actualization for our patients and team members. We restore hope to individuals and families suffering from these debilitating illnesses through evidence-based world-class treatment and education, while conducting industry-leading research and analysis to continuously improve the efficacy of treatment and service delivery.


### Meade Draves Consulting



Brockton • (774) 274-2560

A Creative Approach to External Affairs. Independent consultant to both For Profit and Non Profit organizations with a focus on Marketing, Community Relations, Events Management, Writing, Administration and Data Management.

### Walkover Commons Apartments



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Mixed income  
Fitness center  
Close proximity to MBTA commuter rail



## Starting a Business?

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

The Metro South Business Assistance Center Can Help!

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

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

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

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

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

### Major Sponsors:



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

*Massachusetts*  
It's all here!  
massvacation.com



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

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





# BUSINESS EVENTS Planner

<h3>Wednesday, Sept. 08</h3> <h4>Ambassador Meeting</h4> <p>9:00AM Virtual Meeting via Zoom</p> <p>Want to become a Chamber Ambassador and advocate for the Metro South business community? Contact Cathryn at CSchofield@metroouthchamber.com</p>	<h3>Friday, Sept. 10</h3> <h4>Good Day Metro South / COVID-19 Economic Recovery Call</h4> <p>2:00PM - 3:00PM Virtual Meeting via Zoom</p> <p>City, State, and National Resources to help you, your business, and your community recover from COVID-19.</p> <p>Sponsored by: Rockland Trust</p> <p>Register online: metroouthchamber.com</p>	<h3>Wednesday, Sept. 22</h3> <h4>Ribbon Cutting Ceremony</h4> <p>11:00AM - 12:30AM Vitra Adult Day Health 10 N. Pearl Street, Brockton</p> <p>Celebrate the grand opening of Vitra's ADH Center in Brockton with a grab-and-go lunch!</p> <p>Register online: metroouthchamber.com</p>	<h3>Wednesday, Oct. 06</h3> <h4>Ambassador Meeting</h4> <p>9:00AM Virtual Meeting via Zoom</p> <p>Want to become a Chamber Ambassador and advocate for the Metro South business community? Contact Cathryn at CSchofield@metroouthchamber.com</p>
<h3>Thursday, Oct. 07</h3> <h4>31st Annual Legislative Reception</h4> <p>5:00PM - 7:30PM Donahue Hall, Stonehill College 320 Washington Street, Easton</p> <p>The reception is a casual event at which business leaders, elected officials, and candidates for public office can renew contacts and discuss issues of importance to them and the business community while enjoying complimentary refreshments and hors d'oeuvres</p> <p>Register online: metroouthchamber.com</p>	<h3>Thursday, Oct. 22</h3> <h4>Good Day Metro South</h4> <p>11:45AM - 1:30PM Location TBA</p> <p>Save the Date!</p> <p>Sponsored by: Trinity Development &amp; Management</p> <p>Register online: metroouthchamber.com</p>	<h3>Wednesday, Nov. 03</h3> <h4>Ambassador Meeting</h4> <p>9:00AM Virtual Meeting via Zoom</p> <p>Want to become a Chamber Ambassador and advocate for the Metro South business community? Contact Cathryn at CSchofield@metroouthchamber.com</p>	<div><p>LIVE</p><p>WORK</p><p>SHOP</p><p>PLAY</p></div> <p>www.BuyBrockton.org</p>