



## 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.



Black Owned Brockton  
Pop-Up Market @  
Westgate Mall • Page 6



Widline Pyrame  
Fusion Dolls  
Page 7



Max Voshchin  
Vitru Health  
Page 7

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## Meet Your Elected & Selected Officials on October 7 in Easton

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

**LEGISLATIVE  
RECEPTION**

**OCT  
7, 2021**

Hosted by: **STONEHILL COLLEGE**

Donahue Hall  
Stonehill College  
North Easton  
5:00 PM - 7:30 PM

Sponsored by: **SCU  
CREDIT UNION**

*An opportunity for business leaders, elected officials, and candidates for public office to connect.*

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**. As a member of the Metro South Chamber, your organization has a vested interested in fostering stronger relationships with local officials. *Continued on page 2.*

**NOTICE:** Due to COVID-19, a campus access authorization form must be filled out prior to arrival, on the day of. *See form info on page 2.*

### Officials Expected to Attend:



**Michael Brady**  
State Senator



**Claire Cronin**  
State Representative



**Dottie Fulginiti**  
Town of Easton



**Rita Mendes**  
Brockton City  
Council



**Mayor Robert F.  
Sullivan**  
City of Brockton



**Walter Timilty**  
State Senator

**John Buckley, Jr.**  
Registry of Deeds

**Timothy Cruz**  
District Attorney

**Lisa Green**  
Town of Hanson

**Robin Grimm**  
Town of Stoughton

**Connor Read**  
Town of Easton

**Sandra Wright**  
Plymouth County  
Commissioner

**Pacale Burga**  
Town of  
Weymouth

**Michelle Dubois**  
State Representative

**Scott Lambiasi**  
Town of Abington

**Susan Nicastro**  
Brockton City  
Council

**Alyson Sullivan**  
State Representative

*and more!*

**Suzanne Bump**  
State Auditor

**Michael Dutton**  
Town of  
Bridgewater

**Steven Louko**  
Town of Hanover

**Daniel Salvucci**  
Town of Whitman

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

Wednesday, November 10 | 12:00 pm - 3:00 pm | Adult & Teen Challenge Center | 1315 Main Street, Brockton

**108th ANNUAL  
meeting**

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

**Expo 2021**

featuring the:



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, Dentsu. 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*

## Good Day Metro South Economic Recovery Update

**GOOD  
DAY  
METRO  
SOUTH**

**Oct. 22  
@ 2PM**

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

**COVID-19  
ECONOMIC  
RECOVERY  
UPDATE**

Margaret Lohrman & Lisa Whitman  
Area Office of Business Development

James Kaula  
Trinity Financial

Please join us on **Friday, October 22nd** for a **Good Day Metro South / COVID-19 Economic Recovery Update** sponsored by Trinity Financial from 2:00pm - 3:00pm. This virtual event features exciting guest speakers including the Mayor of Brockton, Robert F. Sullivan, representatives from the Massachusetts Office of Business Development (MOBD), and the U.S. Small Business Administration (SBA). 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. Registration is required. Questions? Contact Cathryn Schofield at CSchofield@metrosouthchamber.com or call (508) 586-0500 x 231 for assistance. *Cont. on page 2.*

## Good Day Metro South 12/10 to feature Reinstein, Chronicle

**BEFORE  
Brooklyn**

THE UNSUNG HEROES WHO HELPED BREAK BASEBALL'S COLOR BARRIER

**TED REINSTEIN**

**COMING FALL 2021**

"This is the story never before told of how Black baseball survived our own apartheid and finally became part of MLB. This part of baseball went unnoticed because of skin color until the country finally awakened. Tragic in many aspects, this is a tale that is finally redemptive."

**Fay Vincent**  
former Commissioner, Major League Baseball

**SAVE THE DATE!** "In a story spanning the six decades during which Black baseball players were banned from the major leagues, we meet the extraordinary Americans from all walks of life who never gave up the struggle to integrate our National Pastime and overturn its racist past."



Virtual COVID-19 Economic Recovery & Business Resource Call, Downtown Development Update Oct. 22

Friday, October 22 | 2:00 pm - 3:00 pm | Zoom Virtual Meeting



Ili Spahiu, U.S. SBA

**Ili Spahiu, Lead Lender Relations Specialist** has been with the SBA since June of 2015. Mr. Spahiu manages the lender relations team and serves as the point of contact for over 150 SBA participating lenders in the Commonwealth. Spahiu brings a wealth of knowledge from the private sector, having worked with various banks, credit unions and alternative lenders. Spahiu started his career in retail lending as a residential mortgage originator, transitioned to commercial lending and later financial planning. Spahiu earned his Bachelor's in Public Administration from Clark University and a Master of Science in Finance degree from Graduate School of Management at Clark University.



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].



Mayor of Brockton, Robert F. Sullivan

**Robert F. Sullivan** was born and raised in Brockton, MA. He is the son of Robert and Susan Sullivan and grew up on Wellington Street in Ward two. He attended Brockton Public Schools (Whitman Elementary School, West Junior High School) and graduated from Brockton High School in 1988. He earned his BA and MBA at Boston College, and his JD at the New England School of Law.

Prior to being elected Mayor in 2019, he has served on the Brockton City Council as a Councilor-At-Large since 2006. In that role, he was elected by his colleagues to serve as the City Council President five times.

He previously served as a volunteer Board Member of the Good Samaritan Medical Center (2009-2019), the St. Joseph Manor Nursing Home, and the Brockton Historical Society.

He is a volunteer youth soccer, baseball, and basketball coach within the City of Brockton. He is a member of Our Lady of Lourdes Church. He is married to Maria (Luizzi) Sullivan, who also grew up in Brockton, and they have three children.

Registration is required. Visit [www.metroouthchamber.com/calender](http://www.metroouthchamber.com/calender) to register and learn more. Questions? Contact Cathryn Schofield at [CSchofield@metroouthchamber.com](mailto:CSchofield@metroouthchamber.com) or call (508) 586-0500 x 231 for assistance.

31st Annual Legislative Reception, October 7

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

# LEGISLATIVE RECEPTION

Hosted by:  
 **STONEHILL COLLEGE**

**DONAHUE HALL  
STONEHILL COLLEGE  
NORTH EASTON  
5:00 PM - 7:30 PM**

Sponsored by:  
 **SCU CREDIT UNION**

An opportunity for business leaders, elected officials, and candidates for public office to connect.

**NOTICE:** Due to COVID-19, a campus access authorization form must be filled out prior to arrival, on the day of. Please visit [bit.ly/3owhw1M](https://bit.ly/3owhw1M) to access the form, or email Cathryn at [CSchofield@metroouthchamber.com](mailto:CSchofield@metroouthchamber.com) for the link. Per CDC & college guidance, face masks are required at this event. Please do not attend if you feel unwell.

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. [Outdoor space weather dependant.]**

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.

For more information, contact Cathryn Schofield at (508)586-0500 ext. 231. This event is \$5 for members and \$15 for future-members. Register at [metroouthchamber.com](http://metroouthchamber.com).

Sponsors & Partners:

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	Rich Spencer - North Easton Savings Bank
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	David Teixeira- The Mattress Maker of New England

CHAMBER STAFF	(508) 586-0500	Front Desk x 221
Christopher Cooney, CCE, IOM, MPA President and CEO x 223	Marcy Venezia, Nightingale Group LLC Membership Sales x 229	
Emma Stratton Director of Communications x 222	Theresa Lobo-Albin Finance x 230	
Cathryn Schofield Programs & Events Coordinator x 231		

Newsletter Written & Designed by Emma Stratton.

Printing Provided by The Enterprise.

ACCREDITED  
CHAMBER OF COMMERCE

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

Metro South Chamber of Commerce  
Sixty School Street, Brockton, MA 02301-4087  
tel: (508) 586-0500  
fax: (508) 587-1340  
info@metrosouthchamber.com  
www.metroouthchamber.com

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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 Calendar

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

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

20

"Introductions & Referrals" Workshop

1:00 pm

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

22

Good Day Metro South/COVID-19 Economic Recovery Update

2:00 pm

Zoom Virtual Meeting

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!



METRO SOUTH CHAMBER OF COMMERCE

Leading Businesses.  
Leading Communities.

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 (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 and SNAP/EBT/Food Stamps and participates in the Healthy Incentives

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

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

- Oct. 6 - Business Plan: (Part 1) Legal Formation
- Oct. 7 - Access to Capital - Business Line of Credit
- Oct. 7 - Basics of Starting Your Business
- Oct. 8 - Export Credit Risk Mitigation
- Oct. 13 - USPTO Resources for Inventors, Innovators and Entrepreneurs
- Oct. 15 - Massachusetts 2021 Virtual Contracting Matchmaker
- Oct. 20 - Intellectual Property 101
- Oct. 20 - Why Your Local Chamber is Important for Your Business
- Oct. 26 - Começando um negócio -

# 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.

O que você precisa saber

- Oct. 27 - Cybersecurity: What You Need to Know
- Oct. 28 - Global Business Development in a Pandemic
- Oct. 28 - Transforming Your Product Idea Into A Successful Venture
- Oct. 28 - Retirement for Small Business Owners

**Businesses Powered by Women Webinar 10/20**  
Rockland Trust is pleased to announce our first women in business webinar! Our “Businesses Powered by Women” event aims to celebrate our local female business owners, and learn about how they’ve overcome challenges from the past year. Our panelists will cover a range of topics,

including:

- How they started their journey to entrepreneurship
- Challenges they faced, and how they overcame them
- Useful tools for business development
- Managing work-life balance

Panelists will include:

- Erin Baumgartner, CEO & Co-founder of Family Dinner
- Sharon Brewster, Chief Branding & Creative Officer of Brewster Branding
- Vannessa Houlihan, Stylist & Owner of Maven Hair Company

Learn more and register online: <https://bit.ly/2WA28WF>

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)



**Jaffar Hilli, MD, Named Medical Director of Good Samaritan Medical Center’s Hematology Oncology Program**

Good Samaritan Medical Center and Steward Medical Group are pleased to announce the appointment of Jaffar Hilli, MD, as Medical Director of the Hematology Oncology program.

Dr. Hilli earned his medical degree from Al Mustansiriyah University, College of Medicine in Baghdad, Iraq. He then went on to complete an internal medicine residency at the Baghdad Teaching

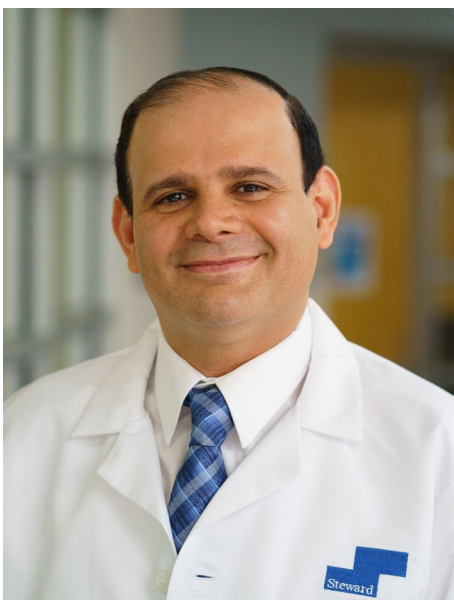
Hospital and another at Brookdale University Hospital Medical Center in Brooklyn, New York. Dr. Hilli completed a hematology and medical oncology fellowship at the University of Missouri in Columbia. He is board certified in internal medicine, hematology, and oncology.

Dr. Hilli comes to Good Samaritan Medical Center from the University of Missouri, where he was an Assistant Professor of Clinical Medicine Hematology Medical Oncology and Associate Program Director of the Hematology and Medical Oncology program of the Ellis Fischel Cancer Center at University of Missouri Healthcare.

Dr. Hilli is accepting new patients at SMG Regional Hematology/Oncology at Brockton, 830 Oak Street, Suite 105W, Brockton, MA 02301, (508) 588-0832.

About Good Samaritan Medical Center: Good Samaritan Medical Center is an acute-care, 267-bed hospital providing comprehensive inpatient, outpatient, and Level III Trauma emergency services to Brockton and 22 neighboring communities. The hospital offers Centers of Excellence care in orthopedics, oncology, and cardiology, specialized care in surgery, family-centered obstetrics with Level II nursery, and advanced diagnostic imaging. Good Samaritan Medical Center has the Gold Seal of Approval from the Joint Commission on Accreditation of Health Care Organizations. Good Samaritan Medical Center is part of Steward Health Care System.

To learn more visit [www.goodsamaritanmedical.org](http://www.goodsamaritanmedical.org).



Jaffar Hilli, MD



# 108th Annual Meeting & B2B Expo

Wednesday, November 10 | 12:00 pm - 3:00 pm | Adult & Teen Challenge Center, Brockton

METRO SOUTH  
CHAMBER OF COMMERCE

108th ANNUAL  
meeting

Adult & Teen Challenge  
New England and New Jersey  
Free! Eat! From Addition Starts Here!

METRO SOUTH  
Regional Economic  
Development  
Organization

featuring the:  
business2business  
connection  
Expo 2021

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@metrosouthchamber.com. You may also purchase tickets online at metrosouthchamber.com.

### Lead Sponsors:

### Contributing Sponsors & Partners:

# 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 or call (508) 586-0500 x 222to learn more. Visit 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.

## CWE Womens Business Leaders Conference, 10/13

Center for Women & Enterprise

Women Business Leaders Conference

FEATURING THE Women of Color Business Summit

OCTOBER 13 & 14, 2021

**Women Business Leaders Conference | October 13, 2021 | 10 AM-2 PM**  
**Women of Color Business Summit | October 14 | 10 AM-1 PM**

Women--especially Black and Latinx women--have been profoundly impacted by the economic fallout of the COVID-19 pandemic. But amidst this alarming economic "she-cession," we are seizing this moment of national reflection as an opportunity to reexamine our lives and turn toward our dreams of entrepreneurship; whether that be launching a new business or growing an existing one. Rather than seeing this downturn turn as the end, we see it as the beginning. This is our time to grow. It's YOUR time.

CWE's Virtual Women Business Leaders Conference featuring the Women of Color Business Summit is the premier event for women in business, bringing together more than 450 women business leaders, owners, entrepreneurs, community leaders, supplier diversity teams, and purchasing professionals.

### 2021 Conference Features

- Workshops, round tables, and panel discussions led by knowledgeable experts. Topics center around building and scaling your business; personal journey and growth.
  - Meet Our WBLC Speakers - More speakers to be announced
  - Meet Our WOCBS Speakers - More speakers to be announced
- Women of Color Business Summit (October 14). Includes forums, panels and workshops specifically addressing the needs of women of color entrepreneurs and business leaders of color.
- Keynote Speakers.
  - WBLC Keynote Speaker - Erin Baumgartner, CEO & Co-Founder, Family Dinner
  - WOCBS Keynote Speaker- Janice Bryant Howroyd, Founder & CEO, ActOne Group
- WBENC Matchmaker-Mentor Session. Exclusive, invite-only session for WBENC-Certified businesses.
- Ample opportunities to network and make new connections.

Register and learn more online at [www.cweonline.org/Learn-Connect/2021-Women-Business-Leaders-Conference-feat-the-Women-of-Color-Business-Summit](http://www.cweonline.org/Learn-Connect/2021-Women-Business-Leaders-Conference-feat-the-Women-of-Color-Business-Summit)



# ReConvene Series: Increasing the Marketability of Small, Diverse Businesses; Workforce Training 10/12

**RECONVENE**

**INCREASING THE MARKETABILITY OF SMALL, DIVERSE BUSINESSES**

**OCT 12 @ 1 PM EST**

**WORKFORCE TRAINING FUND | EXPRESS**

**SUPPLIER DIVERSITY OFFICE**

**Bill McAvoy**  
Executive Director  
**Rob Williams**  
Director of Diverse and Small Business Engagement

**Dmitriy Nikolayev**  
Director of Programs, Policy and Reporting  
**Wanda Colón-D'Angelo**  
Director of Diversity Certification

**COMMONWEALTH CORPORATION** | **ROXBURY COMMUNITY COLLEGE**

Join us for a series on how to harness workforce development as an effective employee engagement tool within the world of work.

About ReConvene: The future of the workplace is being reinvented by emerging technologies and new ways of thinking. The future of workforce development must be equally innovative to meet the challenges of the 21st-century economy. ReConvene brings together workforce development, business, and government leaders to share insights, challenges, best practices, and strategies that are redefining the region's workforce.

It's time for the Future of Work to be an intentional and meaningful part of your organization. The series is designed to address both strategic and tactical decisions and priorities.

**Increasing the Marketability of Small, Diverse Businesses**

Small businesses not only help their community's economy but also affect the national economy directly. Today, a diverse company's survival depends more than ever on its marketing strategy.

Learn how to improve your small business's marketability in this workshop presented by Commonwealth Corporation and the Supplier Diversity Office.

In addition to certifying diverse businesses, the Supplier Diversity Office (SDO) administers several programs to help small and diverse businesses be more competitive when bidding on public contracts.

Register online: <https://www.eventbrite.com/e/reconvene-series-increasing-the-marketability-of-small-diverse-businesses-tickets-175133217167?aff=email>

## Workforce Training Wellness Workshop, 10/29

**MASSHIRE**

**GREATER BROCKTON WORKFORCE BOARD**

**COMMONWEALTH CORPORATION**

Building skills for a strong economy.

**MASSHIRE**

**GREATER BROCKTON CAREER CENTER**

**WORKFORCE TRAINING FUND**

Join MassHire Greater Brockton Workforce Board, MassHire Greater Brockton Career Center, and Commonwealth Corporation for this info-packed virtual session covering programs & resources dedicated to help you overcome your workforce development challenges. Learn how Workforce Training Fund Program dollars can help upskill your workers to make your business more productive, profitable, and competitive.

Hear about FREE business services such as job fairs, specialized recruitment events and posting open positions on JobQuest, the state's job-seeker website. Find out about the new WIOA Strategic Plan, youth/student engagement, internships, apprenticeships and more.

Registration will be available online. Please contact John Nesti at MassHire Greater Brockton Workforce Board for more information. Email [JNesti@masshiregbwb.org](mailto:JNesti@masshiregbwb.org) or call (508) 584-3234 x14. Visit [www.masshiregbwb.org](http://www.masshiregbwb.org) to learn more about services offered. The MassHire Greater Brockton Workforce Board is a business-led, policy-setting board that oversees workforce development initiatives in our ten-community region.

# Chamber Celebrates Black Owned Brockton Market

BLACK OWNED BROCKTON X WESTGATE MALL

**MELANIN ESSENTIAL MARKET II**

**Black Owned Brockton**

**WESTGATE MALL**

**Pop-Up Market Today**



Black Owned Brockton & the Westgate Mall partnered to host a second round of the Melanin Essential Market Pop-Up Shop last week! Their mission was to provide an opportunity to shop with purpose, create impactful economic activity, and contribute to the community.

The pop-up featured over 25 local entrepreneurs showcasing curated art, apparel, beauty products, home goods, specialty food, gifts, and more. The vendors included Clock Whyse: Aromatherapy Essential Spray, Jelly Bean Sweets, Baked Goods, Lady C&J Soul Food Catering, and Fab Fit Forever: Sports & Fitness Apparel.

"We are pleased to present the Melanin Essential Market Pop-Up, the second in a series of vendor markets in partnership with Black Owned Brockton at Westgate Mall," said Rebekah Macchia, Marketing Director of Westgate Mall. "We are looking forward to the weekend pop-up and encourage visitors to support these local businesses."

Black Owned Brockton was launched in June 2020 as a business advocacy organization and now has over 1,000 members and supporters. Its mission is to provide visibility, access to resources, and consistent support to local black and brown small businesses to empower and improve economic sustainability.

"Our city has an abundance of innovative, and passionate entrepreneurs that showcase art, apparel, jewelry and much more! Thank you for the ongoing support & commitment to empowering each other." says the Brockton-based business group. Visit [www.blackownedbrockton.com](http://www.blackownedbrockton.com) to learn more.

## Brockton Beer Company to Open Taproom, October



The Brockton Beer Company will soon be opening at 121 Main Street in downtown Brockton as part of the ground floor of the newest housing development in the city. They expect to open at the end of October.

The brewing company was started in 2018 by four co-owners – Pierre Alexandre, Rowan Olmstead, Eval Silvera and Ed Cabellon.

The four men became friends after their children began regularly playing soccer together for school. They started doing Friday game nights together, and at one of them, Olmstead talked about a friend of his who was opening a brewery. They then realized Brockton was the perfect location for their very own brewery. Together, the four of them created a small business, experimented with some homebrewing, and shared duties as they kept their full-time jobs. Visit [www.brocktonbeer.com](http://www.brocktonbeer.com) to learn more.



Vitra Grand Opening of Adult Day Health in Brockton

Entrepreneur, Fusion Dolls Opens at Westgate Mall



(L-R): Zico Antunes, Sydne Marrow, Pedro De Jesus, Chris Cooney, Mayor Robert Sullivan, Max Voshchin, Nuno Moreno, Minhtram Tran, Ed Spivak, Brian O'Connor, Kathrynne McNichols



Vitra Health celebrated the completion and opening of a new Adult Day Health facility located in Brockton, Massachusetts with an official ribbon cutting ceremony. Vitra's Adult Day Health (ADH) focuses on enriching participants' lives, building upon their skills and strengths, and providing lots of social interaction. Vitra's ADH is a planned program of activities in a professional care setting designed for older adults who require supervised care during the day, or for those who are isolated and lonely. The 6199 square foot facility enables seniors to socialize and enjoy organized activities in a group setting, receive medical care/health services and enjoy healthy meals. At the same time, the ADH offers family caregivers respite from caregiving duties while knowing that their loved one is in a safe place.

"We are pleased to announce the opening of the Vitra Adult Day Health Center in Brockton. The hard work of many has made this day possible and we are grateful for every person's contribution. We are excited to continue investing into the Brockton and surrounding communities and advance our efforts of bringing quality care to all," said Max Voshchin, CEO of Vitra Health.

The ribbon cutting was held on September 22, 2021, and attended by the Brockton Mayor Robert Sullivan, the MetroSouth Chamber of Commerce President and CEO Chris Cooney and the Chief of Staff Alfred DeGirolamo, of Senator Brady's office. Attendees also included Sydne Marrow and Jensen Denoyes from the Mayor's office, Cathryn Schofield from the Metro South Chamber, Brian O'Connor, Attorney Minhtram Tran, Alexandra Ribeiro of Fallon Health, Pedro De Jesus of Metro South Broadcasting, Kimberly Bautista of Boston Medical Center, NJ Eze and Velma Alves of Father Bill Mainspring Jack Places and Vitra Health team members.

About Vitra Health: Vitra Health offers several services for elderly and disabled to ensure individuals maintain their health, wellness, and independence; allowing individuals in need or seniors to remain at home with the help of an assigned nurse and case manager.

For those who already have a family member or friend taking care of them, Vitra offers services consisting of financial assistance, caregiver support and medical oversight. For those who need a caregiver, Vitra has caregivers to assist with daily needs such as bathing, dressing, meal preparation, light housekeeping, and more. The Vitra Health multilingual staff provide exceptional home care services, as well as connections to other community resources. To learn more, visit [vitrahealth.com](http://vitrahealth.com).



(L-R): Zico Antunes, Mayor Robert Sullivan, Sydne Marrow, Max Voshchin



(L-R): Zico Antunes, Romina Wilmot, Minhtram Tran, Felicit Sepulveda



Widline Pyrame's store Fusion Dolls, featuring multicultural dolls and accessories is now located in the Westgate Mall.



Beth Spiegel, New England Development; Mayor Robert Sullivan, City of Brockton; Widline Pyrame, Fusion Dolls; Adelsa Mendes, Brockton Redevelopment Authority; Kevin Bower, HarborOne Bank; Chris Cooney, Metro South Chamber of Commerce.

Metro South's 2021 Entrepreneur of the Year, Widline Pyrame, founder of Fusion Dolls now has a permanent spot at the Westgate Mall in Brockton!

Born in Haiti, Widline's mission through Fusion Dolls is to provide representation and foster self-love for children with dolls that look like them. "I remember that the perception of self-love started to enter my mind when my uncle gave my sister and I a black doll to share. I loved that doll...I made a promise to create dolls that would provide that connection for other kids. Through

my vision of inclusion for all children wanting to identify with something special to them, Fusion Dolls was created."

To learn more about Widline Pyrame and Fusion Dolls, visit [www.fusiondolls.com](http://www.fusiondolls.com).

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bluestone.bank

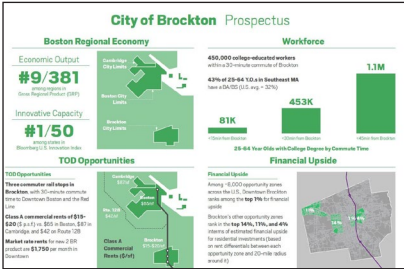
Member FDIC | Member DIF



# Location & Value, It's Better in Brockton

The City of Brockton’s Economic Development Mission is to raise the City’s position within the larger Greater Metro Boston economic sphere by leveraging our competitive advantages that include an inventory of buildings and properties that are competitively priced within an increasingly expensive region and our excellent transportation assets.

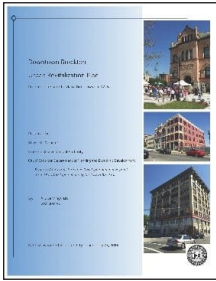
**Brockton Economic Development Overview:** A Gateway City within easy reach of Boston and Providence, Brockton is uniquely situated within the region for businesses that want access to either metropolitan area as well as New England as a whole. It offers unparalleled access to markets and transportation corridors, and has established partnerships at the local, state, and federal level to bring economic development resources within easy reach of investors, whether they are native or new to the City.



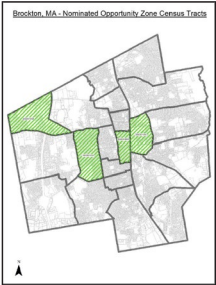
With a large and diverse workforce that can easily access Boston or Providence, plus established commercial clusters that include food production, life sciences, electronics, healthcare, residential development, and minority-owned and small businesses, Brockton is the ideal location for doing business in the metro area. The Department of Planning and Economic Development is ready to help you get established in our City.

Planning and Economic Development is ready to help you get established in our City.

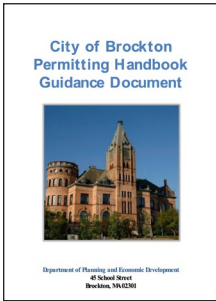
**Downtown Urban Renewal District:** As the commercial and residential revival of Brockton’s historic downtown continues, the Urban Renewal District is one of the economic development tools the City has made available to investors. A part of the Brockton Downtown Action Strategy, created with support from MassDevelopment, the district includes incentives and financing options for new construction and renovation of existing sites.



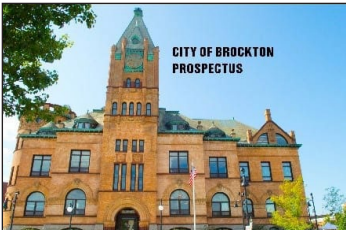
**Federal Opportunity Zones (OZ):** There are four federal Opportunity Zones in Brockton, each of which is designed to maximize investment opportunities. Two are located downtown – at the former CSX site, and in the Transit-Oriented Development (TOD) area that encompasses all area within one-quarter mile of the Campello and Montello Commuter Rail stations and within one-half mile of downtown; one is the 65-acre Brockton Fairgrounds on Mass. 123, the largest undeveloped site in the city; and one around Good Samaritan Medical Center, part of the Route 24 life sciences cluster. Special federal tax benefits are available to qualifying developments in these zones.



**Brockton Permitting Handbook:** Most development projects require a number of permits, approvals and licenses. This guidebook will explain for you the various staff persons, departments and boards involved with the development process for commercial and industrial development in the City of Brockton. It provides you with tips and suggestions so that your project can be efficiently reviewed by the appropriate City of Brockton staff and/or boards or commissions.



**Brockton Investor Prospectus:** Whether you are looking to take advantage of the Federal Opportunity Zones, our abundant water and sewer capacity, or our location just 20 miles south of Boston and Logan International Airport, the Brockton Investor Prospectus lays out a compelling argument for choosing Brockton for your business start up, expansion or relocation.



**Brockton Women and Minority Owned Businesses:** We are looking to create a director of all Brockton women and minority owned businesses. We encourage all women and minority business owners to email the Department of Planning and Economic Development to be included in the directory. Email [Planning@cobma.us](mailto:Planning@cobma.us) Please include your business name, business address and phone number, email and web address as well as the owner’s name and contact information in your email. Thank you. [NOTICE: this is not the same as being a certified MBE or WBE with the Commonwealth of Massachusetts.]

**Economic Development Resources:** The City of Brockton is dedicated to working with its native businesses, newcomers, developers, residents, and other stakeholders to improve city’s economy for everyone. At the Department of Planning and Economic Development, it is our job to help you find the incentives and tax credits you need to make your project a success.

We have worked extensively with both state and federal programs. Our staff understands how to navigate the landscape of grants, incentives, and tax credits to identify the ones that are most applicable to your project, and has the experience to guide you through the application and qualification processes.

**City of Brockton: Downtown Building Activation Initiative (rent rebate):** The City will provide rent rebates, for up to two years, to approved tenants who lease currently vacant property in downtown Brockton. Tenants leasing vacant ground floor space could be eligible for a 50% rebate of their rent, up to \$5,000 in the first year and 25%, (Max \$2,500) in the second year. Tenants who lease upper floor space would be eligible for a 25% rebate up to \$2,500 for two years. Tenants must be new to downtown and not relocating from an existing downtown location. Tenants wishing to occupy ground floor space must be either retail, restaurant or high pedestrian volume businesses to qualify for this program. Marijuana establishments are not applicable.

**Brockton Redevelopment Authority: Brockton Downtown Restaurant Infrastructure Fund (BDRI):** Established as a local funding mechanism to incentivize new full-service restaurants in historic downtown Brockton, the fund received capital from the federal Department of Housing and Urban Development and provides loans of up to \$350,000 to qualified borrowers.

**Storefront Façade Improvement Program:** Qualified applicants can receive an interest-free loan to be used for the renovation or restoration of commercial property in eligible Brockton locations. The funds can be applied toward architectural details, installation of energy-efficient windows and entrances, certain signage and awnings, and other improvement projects.

**Commonwealth of Massachusetts: Massachusetts Housing Development Incentive Program (HDIP):** As a Gateway City, Brockton can offer this tool to developers who want to bring in new construction of market-rate residential projects or rehabilitate existing multi-unit residential housing. Through HDIP, Brockton can help developers of qualified projects apply for state tax credits and full or partial exemptions from local-option real estate taxes.

**Massachusetts Brownfield Tax Credits (BTC):** Working with the Massachusetts Department of Environmental Protection, Brockton can help individuals, corporations, and nonprofit organizations apply for tax credits equal to as much as 50% of the cost of cleaning up contaminated property in the city.

**Massachusetts Economic Development Incentive Program (EDIP):** A job-creation incentive program offered in collaboration with the state Economic Assistance Coordinating Council, Massachusetts EDIP provides employers with tax credits for bringing new employment opportunities to Brockton.

**Massachusetts Vacant Storefront Program (MVSP):** To encourage reinvestment in Brockton’s historic downtown core, the state has certified the neighborhood’s eligibility for this competitive tax incentive program. The Massachusetts MVSP can provide refundable Economic Development Incentive Program tax credits for businesses and individuals that lease and occupy a vacant storefront in downtown Brockton.

Visit [brockton.ma.us/business/economic-development/](http://brockton.ma.us/business/economic-development/) to learn more about these and many more programs and resources available through the city and state.



Federal, State & Regional COVID-19 Resources

**METRO SOUTH**  
Regional Economic Development Organization

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

**Old Colony Planning Council**  
Contact: Mary Waldron  
(508) 583-1833 ext. 202

**SCORE Business Counselors**  
Contact: Peter Smith  
(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 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.

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](http://www.metroouthchamber.com/resources/business-assistance). Individual counseling is available by appointment.

SBA Programs Provide Relief to Small Businesses



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

SBA Enhances COVID EIDL Program to Aid Small Businesses Facing Challenges from Delta Variant

U.S. SBA Administrator Isabella Casillas Guzman announced major enhancements to the COVID Economic Injury Disaster Loan (EIDL) program. The SBA is ready to receive new applications immediately from small businesses looking to take advantage of these new policy changes. Applications will be accepted until December 31, 2021 or until funds run out. Increased Loan Cap to \$2 Million, Expanded Use of Funds to Pay and Prepay Business Debt, Streamlined Review Processes, and Deferred Payments; First Approval and Disbursement of Loans of \$500,000 or Less Also Introduced. Visit [www.sba.gov/funding-programs/loans/covid-19-relief-options/eidl/covid-19-eidl](http://www.sba.gov/funding-programs/loans/covid-19-relief-options/eidl/covid-19-eidl).

MEMBER Profile - Column Health

**Column Health**  
231 Main Street, Suite 102  
Brockton, MA 02301  
(844) 329-6785  
[www.columnhealth.com](http://www.columnhealth.com)



**Year Established:** 2016

**Products or Services:** Addiction and Mental Health Treatment

**Number of Employees:** 10 Full Time employees in Brockton/Stoughton. 140 Company wide.

**What is unique or special about your firm and the products and services you offer?** Column Health has developed an addiction treatment program that works to cover all of a patient's needs post discharge from Acute Substance Abuse Disorder treatment, designed to bridge the gaps in coverage for prospective patients in the community struggling with substance use disorder.

**What is your market area?** Massachusetts and Connecticut

**What markets do you serve?** Massachusetts and Connecticut

**What is your main business objective concerning your customers and the business community?** To transform addiction care by providing outcome-driven, technology enabled, profoundly ethical, and completely accessible community-based outpatient treatment for all who want it. Through a game changing, disruptive care model that leverages technology and best-in-breed operations as well as clinical pathways to drive remarkable outcomes in addiction treatment at a lower cost.

**Anything additional we should know about your company?** We offer same day/next day intake appointments and pride ourselves on being a one-stop area for treatment. In addition, we offer rapid consultation assessments for SUDs, intakes on same day as discharge from higher levels of care and phase based program progression with access to all modalities of treatment. In addition to our in person clinics, we also offer telehealth and our mobile unit to meet patients where they are.



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



**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.

**SCORE - Cultivating a Work from Anywhere Culture in Your Business**  
**Date & Time:** October 7, 1:00pm (virtual webinar)  
**Register:** [www.score.org/live-webinars](http://www.score.org/live-webinars)

**Description:** Businesses of all sizes are facing new employee expectations for a “work from anywhere” culture. The right technology is essential for this to be possible. If you or your employees have been working outside of the office for years or have just started, maximizing productivity and employee satisfaction is the key to balance in the current environment. In this session, we will focus on ways to arm your company with the right solutions and best practices to set your business up for success.

**SCORE - DIY Video Engagement Tactics That Work**  
**Date & Time:** October 12, 1:00pm (virtual webinar)  
**Register:** [www.score.org/live-webinars](http://www.score.org/live-webinars)  
**Description:** Sharing your stories and engaging your audience is one of the best assets in your toolkit. In this webinar, Success Coach Holly Jean Jackson will discuss key do-it-yourself video engagement strategies to AMPLIFY your impact. Join this session to learn:

- Why video marketing matters
- How to look pro on a DIY budget
- Recording strategies
- Engagement ninja tips
- And much more!

**SCORE - Generating Sales Opportunities via Text Message Marketing**  
**Date & Time:** October 14, 1:00pm (virtual webinar)  
**Register:** [www.score.org/live-webinars](http://www.score.org/live-webinars)  
**Description:** Are you interested in enrolling more business through texting? In the US, almost everyone receives or sends a text message every day, and 90% of text messages are read within 3 minutes of being received. The average text message response time is 90 seconds, vs 90 minutes for email.  
Our B2B and B2C clients have received on average 43x and 67x return from text message marketing, respectively. Whether you're texting via Google Voice or Zipwhip, or if you're still evaluating how to do text marketing, Eversprint's training will give you great ideas that you can implement today.  
You'll learn how to execute your own text message marketing campaigns through the strategies, tactics, and technology that have been successful in delivering 207 sales appointments to 21 businesses, where 69 closed into \$2.6m of new business.

**Member-Led Workshop: GleeWorks Holistic Coaching - Introductions & Referrals**  
**Date & Time:** Wednesday, October 20, 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

**SCORE - Starting an E-Commerce Business from Scratch on Shopify**  
**Date & Time:** October 21, 1:00pm (virtual webinar)  
**Register:** [www.score.org/live-webinars](http://www.score.org/live-webinars)  
**Description:** Let's get started on your business! Whether you are just starting off, or looking to get started, this webinar is for you. Join E-Commerce Expert, Steve Kesselring, who will cover tips and tricks for building your business on the Shopify platform.  
Steve will discuss some of his favorite and most helpful topics, including: Sourcing, brand building, and of course, getting started building your eCommerce store.

RENEWING Members

Thank you!

- A Plus Blue Lion Insurance Agency, LLC

Altus Dental Insurance Company, Inc.

An Improved You

Bay Equity Home Loans

Bell Stoughton

BFI Waste Services

BizChecks Payroll Service

Bob's Auto Body

Brockton Community Schools

Brockton First Foundation, Inc.

Buffalo Wild Wings

Buzz Around, LLC

Capital Lease Group, LTD.

ChriMark Financial Services

Council on Aging Mary Cruise

Kennedy Senior Center

First Evangelical Lutheran Church

Four Points Realty

Fronto King, LLC

Fusion Dolls

Good Samaritan Medical Center

H&R Block

Hart Supply Co., Inc.

Home/Health & Child Care Servcies, Inc.

House of Possibilities

Hutcheon's Flowers & Holmes-McDuffy Florist

Independence Associates, Inc.

Inivas Financial

InVastor, Inc.
- JLS Accounting, Inc.

Joe Angelo's Cafe & Deli

Joseph D. Emma, MD & Assoc. PC

Kornegay Kapital Group, LLC

Lisa's Rustic Pantry

Mallory Headsets, Inc.

Manny's Night & Day Cleaning Svc

Mechanics Cooperative Bank

Moldguys Restoration, LLC

Murphy, Hesse, Toomey & Lehane, LLP

Neponset Restoration, DBA

SERVPRO of Milton/Braintree

Nickerson Mechanical Service

Old Colony Hospice

Planet Fitness of Stoughton

Providing Excellence Through Technology

Red Ball Promotions

Residence Inn by Marriott Boston/Brockton

Roger Keith & Sons Insurance

Send Out Cards

South Shore Disposal

T.J. Smith's Victorian House

The Brockton Rox

The Max Challenge of Canton

Tractor Supply Company

Verizon Wireless DBA IM Wireless

Vicente Realty, LLC

WELCOME NEW MEMBERS!

Reinvesting in Our Community

**Empower Nutrition**  
Iraimi Diatta  
828 Crescent Street  
Brockton, MA 02302  
(508) 857-5931  
[empowernutritionma.com](http://empowernutritionma.com)  
*Restaurants*

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](mailto:marcyvenezia@gmail.com)

**Waters Networking Group** - Meets the 1st & 3rd Thursdays 8:30-9:30 AM. Contact [jane@rightkeymortgage.com](mailto: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](mailto: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](mailto: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](mailto: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...

- October 12: DIY Video Engagement Tactics That Work
- October 14: Generating Sales Opportunities via Text Message Marketing
- October 21: Starting an E-Commerce Business from Scratch on Shopify
- November 2: 2021 Year-End Tax Planning for Your Business
- November 9: Don't Fly with Blinders On - Data Fundamentals for Small Businesses
- November 11: Thinking About Buying A Franchise, Now What?





Bottom Line Accountants, LLC




Bottom Line Accountants, LLC

We Protect Your Bottom Line

40 Ridge Street, Brockton • (508) 217-4485  
bottomlineacct.com

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



ColumnHealth

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.

Empower Nutrition



Empower Nutrition

828 Crescent Street, Brockton • (508) 857-5931  
empowernutritionma.com

We want to empower our customers to make healthy decisions for themselves. We offer a wide range of nutritional options including wellness coaches, personalized wellness plans, the ability to purchase our products to make and enjoy on the go or at home, and much more. We invite you to come visit us to learn more about how we can help you reach your goals!

Join the Chamber!

**YOUR BUSINESS PROFILE HERE...**

...When You Join the Chamber.

Call us at (508) 586-0500,  
info@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!



**METRO SOUTH BAC**  
Business Assistance Center

## 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 [metrosouthchamber.com/resources/business-assistance](http://metrosouthchamber.com/resources/business-assistance).

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

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

*Massachusetts*  
It's all here!  
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](http://www.metroouthchamber.com)



# BUSINESS EVENTS Planner

<div><b>Wednesday, Oct. 6</b></div> <div><b>Ambassador Meeting</b></div> <div>9:00AM</div> <div>Virtual Meeting via Zoom</div> <div>Want to become a Chamber Ambassador and advocate for the Metro South business community? Contact Cathryn at CSchofield@metrosouthchamber.com</div>	<div><b>Wednesday, Oct. 6</b></div> <div><b>"Practical Strategic Planning"</b></div> <div>1:00PM</div> <div>Member-led webinar, offered by GleeWorks</div> <div>Cost: \$75/members, \$95/non-members</div> <div>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.</div> <div>Learn more: <a href="http://metrosouthchamber.com/events">metrosouthchamber.com/events</a></div>	<div><b>Thursday, Oct. 07</b></div> <div><b>31st Annual Legislative Reception</b></div> <div>5:00PM - 7:30PM</div> <div>Donahue Hall, Stonehill College</div> <div>320 Washington Street, Easton</div> <div>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. *COVID screening required prior to entry.</div> <div>Register online: <a href="http://metrosouthchamber.com/events">metrosouthchamber.com/events</a></div>	<div><b>Wednesday, Oct. 20</b></div> <div><b>"Introductions &amp; Referrals"</b></div> <div>1:00PM</div> <div>Member-led webinar, offered by GleeWorks</div> <div>Cost: \$75/members, \$95/non-members</div> <div>Are you meeting people but still not getting business? 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.</div> <div>Learn more: <a href="http://metrosouthchamber.com/events">metrosouthchamber.com/events</a></div>
<div><b>Thursday, Oct. 22</b></div> <div><b>Good Day Metro South/COVID-19 Economic Recovery Update</b></div> <div>2:00PM - 3:0PM</div> <div>Virtual Meeting via Zoom</div> <div>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.</div> <div>Sponsored by: Trinity Development &amp; Management</div> <div>Register online: <a href="http://metrosouthchamber.com/events">metrosouthchamber.com/events</a></div>	<div><b>Wednesday, Nov. 03</b></div> <div><b>Ambassador Meeting</b></div> <div>9:00AM</div> <div>Virtual Meeting via Zoom</div> <div>Want to become a Chamber Ambassador and advocate for the Metro South business community? Contact Cathryn at CSchofield@metrosouthchamber.com</div>	<div><b>Wednesday, Nov. 10</b></div> <div><b>108th Annual Meeting &amp; Expo Luncheon</b></div> <div>12:00PM - 1:30PM</div> <div>Adult &amp; Teen Challenge Center</div> <div>1315 Main Street, Brockton</div> <div>Meet other business people &amp; community leaders by attending the Annual Meeting to celebrate businesses working together for the future of the Metro South Region. Corporate tables of 10 are available for \$1000.</div> <div>Cost: \$100/members, \$135/non-members. Call to reserve an expo space!</div> <div>Register online: <a href="http://metrosouthchamber.com/events">metrosouthchamber.com/events</a></div>	<div><b>Friday, Dec. 10</b></div> <div><b>Good Day Metro South</b></div> <div>11:45AM - 1:30PM</div> <div>Location TBA</div> <div>We are excited to announce the featured speaker for this brunch will be Chronicle Reporter, Ted Reinstein. Season ticket holders may attend at a complimentary rate, please email CSchofield@metrosouthchamber.com to reserve your seat.</div> <div>Sponsored by: Cambridge Savings Bank</div> <div>Register online: <a href="http://metrosouthchamber.com/events">metrosouthchamber.com/events</a></div>