



Actionreport



November
2021

www.metroouthchamber.com

Leading Businesses
Leading Communities



Chamber Mission
To best serve the unique interests and needs of member businesses and to champion the broader economic vitality of the Metro South region.



Mayor of Brockton at 93
Centre Street Ground
Breaking • Page 9



Tina Cardoso, Councilor-
at-Large, Mayoral
Candidate • Page 7



State Senator Mike Brady
Legislative Reception
Page 7

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

Wednesday, November 10 | 10:30 am - 3:00 pm | Adult & Teen Challenge Center | 1315 Main Street, Brockton



108th ANNUAL meeting

November 10, 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.

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.

The Chamber is thrilled to honor ten local businesses whose economic contributions have significantly benefited the area. From small entrepreneurs to growing regional businesses, they have impacted the region by creating jobs and adding valuable products, resources, and services to help our region thrive. *Cont. on page 2*

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

Friday, December 10 | 11:45 am - 1:30 pm | Location TBA! Save the Date

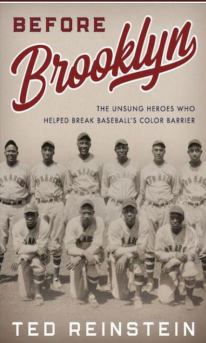


Ted Reinstein, Chronicle

Join us Friday, December 10th for a Good Day Metro South event from 11:45 am - 1:30 pm sponsored by Cambridge Savings Bank. We are excited to announce the featured speaker for this event is Chronicle Reporter, Ted Reinstein.

"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."

To register, visit metrosouthchamber.com/events, or email CSchofield@metrosouthchamber.com



BEFORE Brooklyn

THE UNSUNG HEROES WHO HELPED BREAK BASEBALL'S COLOR BARRIERS

TED REINSTEIN

COMING FALL 2021

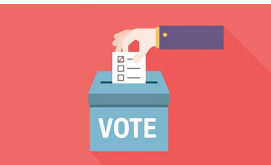
"This is the story never before told of how Black baseball survived our own apartheid and finally became part of MLB. This part of baseball went unnoticed because of skin color until the country finally awakened. Tragic in many aspects, this is a tale that is finally redemptive."

Fay Vincent
former Commissioner, Major League Baseball

Partners & Sponsors:



Election Day is Tuesday, November 2nd



Local elections will take place on Tuesday, November 2nd, 2021. Show your support for your local community and candidates by performing this important civic duty. Massachusetts residents may find polling locations and more info by visiting www.sec.state.ma.us/ele/eleidx.htm

Joe Casey Reelected Chair of Chamber Board of Directors



Casey joined HarborOne in 2004 as Senior Vice President and CFO, and served as Executive Vice President from 2006 to 2015. He has played a central role in HarborOne's strategic growth initiatives, including the conversion of HarborOne from a credit union to a bank charter, the acquisition of Merrimack Mortgage LLC, and the bank's initial public offering in 2016.

Prior to joining HarborOne, Casey served as Vice President at Seacoast Financial Services, and as Senior Vice President, CFO and Treasurer for Compass Bank for Savings. Casey served as CFO and Treasurer for Andover Bancorp.

Joseph Casey received his bachelor's degree from Bentley University and is a graduate of the American Bankers Association School of Bank Investments and of Harvard Business School's Program for Management Development.

Casey has also been a community leader in Southeastern Massachusetts, serving as a board member and executive board member on the Metro South Chamber of Commerce, and on the boards of both the Brockton 21st Century Corporation and the Old Colony YMCA. He lives in Hingham with his wife and children.

See the full list of Chamber board members on page 3.

108th Annual Meeting & B2B Expo featuring Global Google Tech. Leader - November 10, 2021



Alex Langshur, EVP,
Global Google Tech.
Practice Lead

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.

Expo booths are almost sold out, only a few spaces remain. The cost is \$499 for members and \$599 for non-members. More than 20 companies and non-profits have already signed up to participate. Please contact Cathryn to learn more. Email CSchofield@metroouthchamber.com or call (508) 586-0500 x 231.

Contributing Sponsors & Partners:

Premier Sponsor:



Support Sponsors:



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Mr. Andrew J. Raczka
6 Harrison Avenue, P.O. Box 68
Abington, MA 02351
(781) 878-0045
abingtonbank.com

Barbour Corporation
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Brockton, MA 02301
(508) 583-8200
barbourcorp.com

Bluestone Bank
Mr. Peter Dello Russo
756 Orchard Street
Raynham, MA 02767
(508) 884-3300
bluestonebank.bank

Bridgewater State University
Mr. Fred Clark
131 Summer Street
Bridgewater, MA 02325
(508) 531-1201
bridgew.edu

Brockton Area Transit Authority
Mr. Michael J. Lambert
155 Court Street
Brockton, MA 02302
(508) 588-2240
ridebat.com

Brockton Housing Authority
Mr. Thomas G. Thibeault
45 Goddard Road
Brockton, MA 02301
(508) 588-6880
brocktonhousingauthority.com

Brockton Redevelopment Authority
Mr. Robert Jenkins
50 School Street
Brockton, MA 02301
(508) 586-3887
brocktonredevelopmentauthority.com

Copeland Toyota
Mr. Todd Copeland
970 West Chestnut Street
Brockton, MA 02301
(508) 584-2440
copelandtoyota.com

Crown Uniform & Linen Service
Mr. George Spiliotis
309 Battles Street
Brockton, MA 02301
(617) 269-5310
crownuniform.com

Eastern Bank
Ms. Joanne Schneider
276 Quincy Street
Brockton, MA 02302
(508) 427-9412
www.easternbank.com

The Enterprise
Ms. Lisa Strattan
15 Pacella Park Drive
Randolph, MA 02368
(508) 427-4036
enterpriseneews.com

Good Samaritan Medical Center
Mr. Matthew Hesketh
235 North Pearl Street
Brockton, MA 02301
(508) 427-3038
goodsamaritanmedicalcenter.org

HarborOne Bank
Mr. Joseph F. Casey
770 Oak Street
Brockton, MA 02301
(508) 895-1000
harborone.com

Massasoit Community College
Mr. Ray DiPasquale
1 Massasoit Boulevard
Brockton, MA 02302
(508) 588-9100 x 1001
massasoit.edu

MassHire GBWB
Ms. Sheila Sullivan-Jardim
34 School Street, 2nd Floor
Brockton, MA 02301
(508) 584-3234 x 17
masshiregbwb.org

National Grid
Mr. Joe Cardinal
100 East Ashland Street
Brockton, MA 02302
(508) 897-5589
nationalgrid.com

North Easton Savings Bank
Mr. Richard Spencer
20 Eastman Street
South Easton, MA 02375
(508) 297-8000
northeastonsavingsbank.com

OCES - Old Colony Elder Services
Ms. Brenda Carrens
144 Main Street
Brockton, MA 02301
(508) 584-1561
ocesma.org

Old Colony YMCA
Mr. Vincent Marturano
320 Main Street
Brockton, MA 02301
(508) 583-2155
oldcoloniyyymca.org

Rockland Trust Company
Mr. Grant Nickerson
120 Liberty Street, 3rd Floor
Brockton, MA 02301
(781) 982-6830
rocklandtrust.com


SCU Credit Union
Ms. Jennifer Spiecker
1300 Belmont Street
Brockton, MA 02301
(781) 784-7725
scucu.com

Victory Human Services
Mr. Albert Senesie
1115 West Chestnut Street
Suite 300
Brockton, MA 02301
(508) 232-3774
victoryhs.com

BOARD OF DIRECTORS	DIRECTORS
OFFICERS	Paul Anghinetti - Bank of America
Chair of the Board Joseph Casey HarborOne Bank	Carol Chin - McDonald's Franchisee
President and CEO Christopher Cooney, CCE, MPA Metro South Chamber of Commerce	Michele Cinquegrano - Verizon
Chair-Elect Richard Hynes Barbour Corporation	Todd Copeland - Copeland Auto Group
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Vice Chair Government Affairs George Spilios Crown Uniform & Linen Service	Rick Fisher - Bluestone Bank
Vice Chair Community Affairs Mahsa Khanbabai, Esquire Khanbabai Immigration Law	Matthew Hesketh - Good Samaritan Medical Center - Steward Health Care
Vice Chair Membership Development Friend Weiler Consultant	Chuck Jones - Harbor Health
Immediate Past Chair Fred Clark, Esquire Bridgewater State University	Sue Joss- Brockton Neighborhood Health Center
CHAMBER STAFF	Mike Lambert- Brockton Area Transit Authority
Christopher Cooney, CCE, IOM, MPA President and CEO x 223	Kelly Mallory - Mallory Headsets, Inc.
Emma Stratton Director of Communications x 222	Jeni Mather - J.M. Pet Resort
Cathryn Schofield Programs & Events Coordinator x 231	Matthew Osborne - Eastern Bank
	Jay Pike, CPA - Citrin Cooperman
	Andrew Raczka - Abington Bank
	Albert Senesie - Victory Human Services
	Rich Spencer - North Easton Savings Bank
	Andrew St. Pierre - Brockton Plumbing Supply
	Lisa Strattan - The Enterprise
	David Teixeira- The Mattress Maker of New England
	(508) 586-0500 Front Desk x 221
	Marcy Venezia, Nightingale Group LLC Membership Sales x 229
	Theresa Lobo-Albin Finance x 230

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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

Sixty School Street, Brockton, MA 02301-4087

tel: (508) 586-0500

fax: (508) 587-1340

info@metrosouthchamber.com

www.metroouthchamber.com

CHAMBER Calendar

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

November

02

Election Day

7:00 am

03

Ambassador Meeting

Zoom Virtual Meeting

9:00 am

10

108th Annual Meeting & B2B Expo

Adult & Teen Challenge Multipurpose Auditorium, 1315 Main St. Brockton [Business-2-Business Expo: 10:30 am - 12:00 pm & 1:30 pm - 3:00 pm] [Luncheon: 12:00 pm - 1:45 pm]

12:00 pm

December

07

Executive Board Meeting

Zoom Virtual Meeting

3:00 pm

08

Ambassador Meeting

Zoom Virtual Meeting

9:00 am

10

Good Day Metro South

Save the Date, Location TBA!

11:45 am

January

05

Ambassador Meeting

Zoom Virtual Meeting

9:00 am

11

Executive Board Meeting

Zoom Virtual Meeting

3:00 pm

17

Martin Luther King Jr. Day: Chamber Closed

26

Board Meeting

Zoom Virtual Meeting

12:15 pm

28

Good Day Metro South

Martin Institute @ Stonehill College, Easton

11:45 am

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, member-to-member support, increasing awareness and promoting active participation in Chamber programs and services. To learn more, please email Cathryn at CSchofield@metrosouthchamber.com. The next meeting will be held on November 3rd at 9:00 am via Zoom.



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*

Members - send Good News to
estratton@metrosouthchamber.com
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 or call (508) 678-0533 x 1201.

- Business Description
- Nov. 18 - COVID-19 Updates for the Workplace
 - Nov. 19 - Managing Cross-Border Risks and Costs Exporting to Canada
 - Dec. 6 - Basics of Starting Your Business
 - Dec. 8 - How to Open A Business in Massachusetts Legally
 - Dec. 9 - Best Practices for Using the Consolidated Screening List
 - Dec. 9 - Basics of Starting Your Business
 - Jan. 27-28 - Export Expo

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/ to learn more.

Citrin Cooperman Makes Big Investment in FP&A
Professional services firm Citrin Cooperman announced today the expansion of their Advisory Practice with the addition of The DB Group, a financial planning and analysis (FP&A) management and implementation consultancy. The deal will enhance the business advisory service capabilities of Citrin Cooperman, who will now be able to implement corporate performance



DO YOUR PART TO HELP STOP THE SPREAD!

GET YOUR NO-COST COVID TEST TODAY!

OUR TESTING TRAILER OUTSIDE THE SHAW'S CENTER IN BROCKTON IS OPEN FOR PEOPLE WITHOUT SYMPTOMS!*



Hours are noon to 6:45 p.m. Monday and 9 a.m. to 4 p.m. Tuesday thru Friday.

**Results usually within 1-2 days! *Same-day appts available.*

TO SCHEDULE YOUR TEST, PLEASE SCAN THE QR CODE OR DO *JUST ONE* OF THE FOLLOWING: 1: REGISTER AT WWW.BNHC.ORG OR 2. CALL 1-844-4TEST19.



management (CPM) software for clients to help improve and streamline finance and accounting processes. The DB Group founder and managing partner Dominic DiBernardo will join as a partner, along with five directors, in Citrin Cooperman's Strategy and Business Transformation Practice, led by Partner Steve Ronan. Visit <https://bit.ly/3EztH2x> to learn more or visit citrincooperman.com

Lynn Tokarczyk Receive Recognition from Associated Industries of Massachusetts (AIM)
About Business Development Strategies, Inc. - Celebrating more than 15 years of success, Business Development Strategies, Inc. (BDS) has grown into a leading government

tax incentives consulting firm in Massachusetts. BDS helps expanding companies identify, negotiate and secure government incentives for real estate expansion projects that create and retain jobs, and enhance the state and local economy. Providing a full range of services in real estate assessments, resident outreach, government incentives tax law, and more, BDS helps its clients save cash and expand. To learn more about how BDS can help your company access government incentives, contact: Lynn Tokarczyk, Government Tax Incentives Consultant, (508) 966-4300 lynn@businessdevelopment-strategies.com | www.businessdevelopment-strategies.com

Health Care Matters

Sponsored by: Good Samaritan Medical Center 235 North Pearl Street, Brockton, MA 02301 508-427-3000 www.goodsamaritanmedical.org



Good Samaritan Medical Center and Steward Medical Group Welcomes John Haskoor, MD, Orthopedic Surgery

Good Samaritan Medical Center and Steward Medical Group are pleased to welcome Orthopedic Surgeon John Haskoor, MD.

Dr. Haskoor earned his medical degree from NYU Grossman School of Medicine in New York City. He completed a residency in orthopedic surgery at the University of Massachusetts Medical School in Worcester, and a fellowship focusing on shoulder and elbow at The John

Hopkins Hospital in Baltimore, Maryland.

Dr. Haskoor's clinical interests include shoulder arthritis, arthroscopic shoulder surgery, shoulder replacement, rotator cuff disorders, shoulder instability, labrum tears, complex shoulder surgery, elbow and upper extremity surgery, orthopedic trauma surgery, fracture care, and hip and knee replacement.

Dr. Haskoor joins Stephen McNeil, MD, at Steward Medical Group Orthopedic and Sports Medicine Center in North Easton. The Center offers comprehensive, personalized orthopedic care, sports medicine, and advanced joint replacement techniques.

Dr. Haskoor is accepting new patients at Steward Medical Group Orthopedic and Sports Medicine Center, 3 Washington Street, Suite

200, North Easton MA, (508) 205-9630.

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.



John Haskoor, MD
Orthopedic Surgeon

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



SCORE - 2021 Year-End Tax Planning for Your Business
Date & Time: November 4, 1:00pm (virtual webinar)
Register: www.score.org/live-webinars
Description: In the final quarter of this challenging year, there is still time to take actions that can favorably impact your bottom line and your tax bill for 2021. These measures relate to your employees, your customers, your equipment, and your operations. They reflect big changes made by the American Rescue Plan Act and other legislation (including extension of the Paycheck Protection Program), as well IRS pronouncements. Whether you work with a CPA or go it alone, learn which tax breaks apply to you and how to nail them down now before time runs out. In this webinar you will learn: year-end actions to reduce your 2021 tax bill, best business practices to avoid problems with the IRS, strategies for potential tax changes to come, and necessary actions to get ready for 2022.

SCORE - Don't Fly with Blinders On - Data Fundamentals for Small Businesses
Date & Time: November 9, 1:00pm (virtual webinar)
Register: www.score.org/live-webinars
Description: Would you drive full speed down the highway in a white-out blizzard? Probably not. But many of us fly nearly as blind in how we run our small business because we haven't taken the time to implement analytics. Tracking and monitoring a few key data elements can help us know exactly where we are and recognize right away when things are changing. If you aren't sure how to begin or take the next step in your analytics journey, this talk will help you get started and improve how you use data. Join Founder Alexandra Mannerings from Merakinos, an analytics education and data services company devoted to small social enterprises and community organizations, to learn the fundamentals you need to succeed with data. By the end, you'll understand: what you need to measure and what you can ignore, how to set up efficient data systems so you aren't wasting your precious time, and how to leverage your new data.

SCORE - Thinking About Buying A Franchise, Now What?
Date & Time: November 11, 1:00pm (virtual webinar)
Register: www.score.org/live-webinars
Description: Franchising is more than just fast food and retail stores and many individuals are realizing that franchise ownership could be the pathway to the American Dream. Register today for this interactive workshop led by the industry's most trusted leader in matching entrepreneurs with business opportunities, FranNet. You'll learn about: what it takes to succeed, qualities of a good franchise system, solidifying your financial plan, questions to ask franchisors and franchisees, and how to overcome roadblocks. All attendees will receive FranNet's Crossroads booklet, a 30-page eguide to navigating the road to franchise ownership. Not sure if franchising is for you? Join us to learn more!

SEED Corporation - Basic Entrepreneurial Workshop: Business Fundamentals
Date & Time: November 16, 10:00am
Register: www.seedcorp.com/events
Description: SEED Corporation in cooperation with the U.S. Small Business Administration, Small Business Development Center, & SCORE provide this free, virtual entrepreneurial workshop in which participants will learn the fundamentals of planning, preparing for and financing a small business. The workshop is open to anyone currently in business, starting a business, or thinking about someday owning a business in MA & RI, as well as business assistance professionals who would like to learn more about SEED's technical assistance programming. Attendees will be provided with a free business plan guide and other materials and will be introduced to free and confidential business assistance resources available to them locally and regionally.

SEED Corporation - Basic Entrepreneurial Workshop: Understanding Business Financials
Date & Time: November 18, 10:00am
Register: www.seedcorp.com/events
Description: SEED Corporation in cooperation with the U.S. Small Business Administration, Small Business Development Center, & SCORE provide this free, virtual entrepreneurial workshop in which participants will learn how to read and a balance sheet, income statement, and cash flow statement, and

keep on top of their business finances. The workshop also explains how a small business owner can anticipate financial needs in order to operate the business more efficiently through a deeper understanding of their financial picture. The workshop is open to anyone in MA & RI who is currently in business, starting a business, or thinking about someday owning a business, as well as business assistance professionals who would like to learn more about SEED's technical assistance programming.

SCORE - Navigating Your Small Business through Financial Milestones
Date & Time: November 18, 1:00pm (virtual webinar)
Register: www.score.org/live-webinars
Description: Small Businesses face different financial challenges throughout each life stage of their business. From initial startup investments to deciding when is the right time to hire employees, business owners are constantly evaluating the impact of financial decisions. Join financial expert from U.S. Bank, Nadine Seivert, as she discusses these topics and with Deluxe's Amanda Brinkman and expands on advice and guidance she provides to small businesses in season six of the hit TV series, Small Business Revolution. Topics include: understanding your comprehensive business costs, understanding the difference between variable and fixed costs, how to know when you're ready to expand, when it makes sense to hire someone vs. bring in industry expertise, understanding your numbers as it relates to your business model, evaluating your supply chain, along with roles and responsibilities, how to make sure you're ready for online demand, and how to broaden your selling channels to drive more revenue.

SCORE - Work Smarter, Not Harder - How to Systematically DO the Highest Value Activities in Your Business
Date & Time: November 30, 1:00pm (virtual webinar)
Register: www.score.org/live-webinars
Description: Everyone knows they're supposed to work "smarter" not harder, but how do you actually get yourself to do this with an overfull to-do list that goes on for pages? In the face of competing demands for your time and attention we'll bottom line the way to actually DO "working smarter", not theoretically, but practically speaking, from an "in the trenches" perspective. Join this webinar, presented by Wall Street Journal bestselling author of SCALE David Finkel, to learn tangible ways to implement this strategy into your business and make a difference today.

SCORE - Win Customers With Your Website
Date & Time: December 2, 1:00pm (virtual webinar)
Register: www.score.org/live-webinars
Description: How do you set your website up to win over customers? Your website has to attract and engage visitors, educate them about your products and services, and convert them into customers. Success begins with a plan! This webinar, presented by Co-Founder of Cardsetter Jessica Baldwin, will show you the key elements your website needs to succeed. After the session, you'll have a better understanding of: the critical role your website plays in your online marketing strategy, the features and tools you'll need to execute your plan how to get everything working together to achieve your goals, how to set your website up to attract, engage, and convert your ideal customers. Attendees will receive a free website planning workbook.

SCORE - Conversion-Boosting Strategies: Simple Changes that Can Help Grow Online Sales
Date & Time: December 9, 1:00pm (virtual webinar)
Register: www.score.org/live-webinars
Description: Shopping cart abandonment is a growing concern for all types of online sellers, from small businesses to the biggest names in e-commerce. Regardless of how much effort your business puts into building and launching an engaging site and driving customers to it, there are many reasons why users add items to their carts and leave without making a purchase. In this session, FedEx Services Marketing Director Michelle Hoang and FedEx Dataworks Product Director Brady Marchione share their expertise on the common reasons customers abandon carts and simple, strategic changes you can make – including user experience tips, returns solutions and more – to help you reduce your abandonment rate and convert potential buyers into completed orders. You'll learn about: optimizing your e-commerce site to help boost conversions, the do's and don'ts that could make a difference to your cart abandonment rate and your bottom line, and more.

Support Your Chamber: Advertise Your Business to Every Business, 9,000+ Copies!



Contact EStratton@metrosouthchamber.com to advertise, space is almost sold out!

YOUR BUSINESS LISTING HERE!

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

Over 9,000 copies of the Guide are being distributed to every registered business within the Metro South region*, as well as to all Chamber members, banks, real estate offices, town halls, area colleges, libraries, legislators, and sent to all relocating businesses and families interested in the Metro South area.

Advertising in a Chamber publication offers your company exposure to the Metro South business community and an opportunity to network with business leaders from the area. Not only does it create awareness for your products and services, it allows you to target your marketing efforts to business professionals and potential customers in the Metro South Region.

The Book for Business Member Directory & Guide is a 100 page full color publication printed annually. It contains a listing of the Chamber membership, both alphabetically and categorically. The Book for Business is distributed to over 9,000 people, including all members, prospective members, town halls, libraries, legislators and more. It is also posted online where it receives another 5,000 views annually. Rates start at just \$472.

Ad Size	Dimensions	Investment
Enhanced Listing	--	\$236
1/6 page ad	3.5" x 3"	\$472
1/3 page ad	3.5" x 6.5"	\$603
1/2 page ad	7.25" x 4.75"	\$892
Full page ad	7.25" x 10"	\$1,795
Inside Front Cover	7.25" x 10"	\$2,595
Inside Back Cover	8.5" x 11"	\$2,595
Back Cover	8.5" x 11"	\$2,595
Your Business Logo on the Front Cover, Plus Full Page Ad Inside	8.5" x 11"	\$3,995

WELCOME NEW MEMBERS!

Reinvesting in Our Community

CC-Teknologies, Inc.
Marek Oles
21 Marsden Street
Brockton, MA 02302
(508) 444-8810
cc-tek.net
Security

HealthCare-EDU
Stephanie Victoria
793 Crescent Street, Unit 6
Brockton, MA 02302
(508) 443-4703
healthcare-edu.com
Education

Easy Step Up
Lonnie Young
199 Forest Avenue
Brockton, MA 02301
(617) 201-2881
easystepup.com
Manufacturers

Live Well Nutrition, LLC
Armando Vieira
603 Centre Street
Brockton, MA 02301
(508) 577-1389
facebook.com/LiveWellNutritionClubMA
Restaurants

Garage Gurus
Carrie Horton
1053 Turnpike Street
Stoughton, MA 02072
(781) 318-3979
garagegurus.tech
Education

For membership, contact:

Marcy Venezia
(508) 586-0500 x 229
MVenezia@metrosouthchamber.com

RENEWING Members

Thank you!

Abington Bank
AGM Industries, Inc.
Auburn Construction Co., Inc.
Bay Copy
Baypointe RehabCenter, LLC
Belmont West Associates
Bluestone Bank
Bridgewater Polyvinyl, Inc.
Burgess Pest Management
Buzz Around, LLC
Cape Cod Cafe, Inc.
Capeway Aluminum & Vinyl, Inc.
Champion City Transit
Management, Inc.
Curry College, Graduate &
Continuing Studies
EquipNet

J.M. Pet Resort
Massachusetts Growth Capital
Corporation
Melissa Batista, LMFT
Pinecraft Signs & Graphics
Renz Counseling
Revered Metal Roofing
See Plymouth
Self Help, Inc.
Sign Design, Inc.
South Eastern Economic
Development (SEED) Corp.
Sullivan Tire & Auto Service -
Norwell
Tempus Unlimited, Inc.
Town of East Bridgewater
TRACEY Environmental

More Opportunities to Gain Exposure for your Biz.

Advertise in the E-Update: our online email blast sent to over 4,600 people weekly through Constant Contact. This newsletter keeps subscribers informed about upcoming Chamber events, legislative actions, helpful services, and resources. In addition, it offers active links to other websites for more information and links to register for events. All members are invited to submit content to the Community/Member Events section. *Advertising rates start at just \$30 per week.*

Advertise on www.metroouthchamber.com! The website contains information for Chamber members as well as for tourists and those considering relocation to the region. Contained on the website is event registration, newsletters, blog, videos and photos, members-only page, business resources, town profiles, what to do in the region and more. The Metro South Chamber website receives 60,000 views annually. *Advertising rates start at just \$85 per month.*

For more information on participating in the Book for Business Member Directory, advertising in the E-Update Weekly Newsletter, or the chamber website contact Director of Communications, Emma Stratton at (508) 586-0500 x 222 or email estratton@metrosouthchamber.com. To view the book online, visit metrosouthchamber.com/news-media/book-for-business. For additional advertising info, visit metrosouthchamber.com/membership/advertising.

*from an aquired list.

Regional Leaders Convene at Legislative Reception

Stonehill College recently hosted the Chamber's 31st Annual Legislative Reception. Metro South Chamber Chair of Community Affairs, Mahsa Khanbabai moderated the event, providing welcoming remarks. Many elected and selected officials attended along with Metro South residents, business owners, and members of the community. *Photos courtesy of Rich Morgan Photography, visit flickr.com/metrosouthchamber to view more.*

Premier Sponsor:



Partners & Sponsors:



Jamie Hodges; Anne Beauregard, Brockton Public Library; Ernie N, Eluxe Limousine.



Robert F. Sullivan, Mayor of Brockton; Margaret Laforest, MOBD; Greg Hanley, Plymouth County Commissioner.



Scott Lambaise, Town of Abington; Lisa Green, Town of Hanson; Daniel Salvucci, Town of Whitman.



Richard Hooke, SCU Credit Union; Jonah Wein, Metro South Chamber Ambassadors.



Pascale Burga, City of Weymouth; Greg Hanley, Plymouth County Commissioner; Margaret Laforest, MOBD; Steve Louko, Town of Hanover; State Senator Mike Brady; Tina Cardoso, Brockton City Councilor-at-Large, Brockton Mayoral Candidate.



John Cotton, American Red Cross; Isaiah Thelwell, Keller Williams; Kadijah McClean, Simmons University.



Tina Cardoso, Brockton City Councilor-at-Large, Brockton Mayoral Candidate; Marc Lamb and Craig Barger, Town of Easton, State Representative Gerry Cassidy.



State Representative Michelle DuBois; Pedro De Jesus, Hispanic American Institute; Daveson Perez, City of Brockton; Nicki Meade Draves, Meade Draves Consulting; Minhtram Tran, Esq., Plymouth County District Attorney.



Sheryl Savage; State Representative Gerry Cassidy; John Buckley Jr., Register, Plymouth County Registry of Deeds; Doug Smith, Stonehill College.

Chamber Hosts Economic Development Sec, Kennealy



Chris Cooney, Metro South Chamber of Commerce; State Senator Mike Brady; Dan Evans, Chamber Chair of Economic Development, Evans Machine Co., Inc.; and Andrew St. Pierre, Brockton Plumbing Supply



Community leaders meet with MA Secretary of Housing and Economic Development, Mike Kennealy.



Massachusetts Secretary of Economic Development and Housing Mike Kennealy recently visited Brockton and toured the central business district along Main Street. The tour included site visits to several current and future mixed-use (business and housing) developments. Community and business leaders participated in the tour and shared thoughts and ideas at a luncheon hosted by the Metro South Chamber of Commerce. Chris Cooney, Chamber CEO, welcomed the Secretary to the historic Thomas Edison Power Station, now home to the Chamber, and advocated for Brockton to be a solution to the need for more market rate and mixed-use housing for the state of Massachusetts. "Brockton's location and value can't be beat. It's better in Brockton and getting better all of the time. Let us be part of the solution to provide much needed housing in the Commonwealth", he said. Visit brockton.ma.us/business/economic-development/ to learn more about the City's commitment to economic development and downtown revitalization.



MA Secretary of Housing and Economic Development, Mike Kennealy.

[*backed by* **Bluestone**]

Means that every challenge, big or small, is our priority one.

Bluestone
BANK Let's get there, *together*.

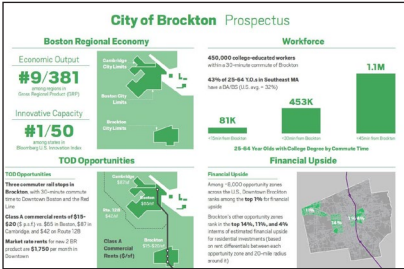
bluestone.bank

Member FDIC | Member DIF

Location & Value, It's Better in Brockton; Recent Downtown Developments

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.



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.

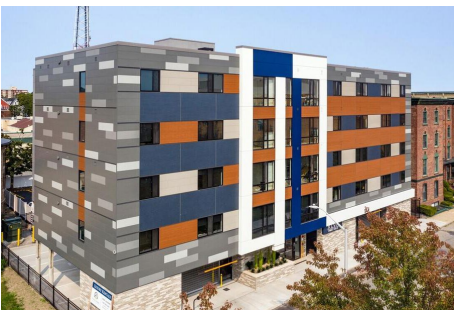
Federal Opportunity Zones (OZ): There are four federal Opportunity Zones in Brockton, each of which is designed to maximize investment opportunities. Two are located downtown – at the former CSX site, and in the Transit-Oriented Development (TOD) area that encompasses all area within one-quarter mile 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.



Centrally located downtown Brockton parking garage, completed December 2019.



47 West Elm, "XLVII West Elm" newly completed housing development by Geoffrey Anatole, South Shore Property Management, LLC.



75 Commercial Street, "Commercial Station" redeveloped by Darrin Decoste, Stoneridge Mutual Properties.



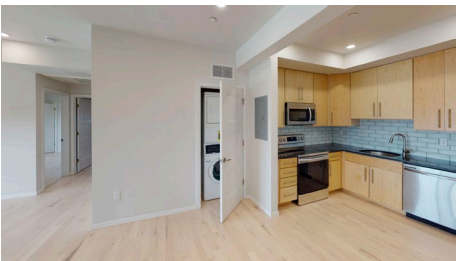
121 Main Street, "Sycamore on Main" rendering, redeveloped by NeighborWorks and features Brockton Beer Company on ground floor of mixed-use property.



121 Main: "Sycamore on Main will offer 48 brand-new apartments for households with a range of incomes in downtown Brockton, just steps away from the city's commuter rail station. A true mixed-income, smart growth, transit-oriented development, Sycamore on Main will be an important affordable housing resource for working households in Brockton long into the future. MassHousing is excited to be part of the team helping NeighborWorks Housing Solutions bring this important housing development to Brockton" - MassHousing Executive Director Chrystal Kornegay.



New garage offers ample parking, walking distance to downtown business district with access to MBTA into Boston.



47 West Elm: luxury apartments offer granite countertops, stainless steel appliances, in-unit laundry, large windows, and covered parking.



75 Commercial: 24 market-rate apartments featuring 22 one bedroom and two studio apartments, within walking distance to MBTA commuter rail and bus station, access to Boston and South Shore.



121 Main: 18 new workforce housing units, 22 new units affordable to households earning up to 90% of the area median income (AMI).



Brockton Beer Company rendering, ground floor of Sycamore on Main mixed-use property.

93 Centre Street, Brockton "Furniture Building" to be Transformed into Mixed-Use Housing by Fall '22



Mayor of Brockton, Robert F. Sullivan at 93 Centre Street Ground Breaking

Concord
Square
Planning &
Development, Inc.



of 93 Centre St. in 2018 through eminent domain. A trust controlled by Carman purchased the building, still sometimes referred to as the "Furniture Building," from the city shortly after.

Financing of \$2.3 million was arranged for the purchase by the Brockton Redevelopment Authority including investor equity eligible for the benefits of the Opportunity Zone program, which encourages investment in distressed areas in order to spur economic growth.

When the eight-story office building at 93 Centre St. opened in 1905, it was the tallest in Brockton and the earliest tenants were shoe manufacturers. But the building's height was eclipsed during the 1970s by high-rise public housing complexes constructed in other neighborhoods of the city.

Seen as a centerpiece of the urban renewal plan for the city, the building's proximity to the train station and location on Centre Street has made it a priority for the city for development, Carman said.

Carman said his organization is very close to starting construction within the next four weeks. Once construction nears completion, Carman will begin advertising to retailers to rent the 1,500 square feet of commercial space on the first floor.

Chery, Darvence. "Brockton Apartment Complex to Transform 'Furniture Building' by Fall 2022." Enterprise News, The Enterprise, 30 Aug. 2021, <https://www.enterpriseneews.com/story/business/economy/2021/08/27/brockton-furniture-building-93-centre-street-apartments-2022/8209291002/>.

Sign Design, Inc. Now 100% Employee-Owned



Employee Stock Ownership Plan & Trust (ESOP) was made to Sign Design, Inc. employees at a special meeting held at the company's facility in Brockton, MA.

"An ESOP is the perfect fit for Sign Design for a number of reasons. Our dedicated and talented employees set us apart and are the reason for our success and longevity. Transitioning to an ESOP allows us to reward them for their dedica-

Sign Design, Inc. is proud to announce they are now a 100% employee-owned company. The announcement of the sale to the

tion and commitment - many of them have been with us for more than 10 years. We want our employees to act and think like owners and directly benefit from our continued success," said President Whitney Ferrigno.

"The sign business is a custom manufacturing operation and our work force is ultimately responsible for our profit margin. As result of the ESOP, that skilled work force will assume the responsibility that comes with ownership and will improve our margins dramatically," added Vice President and General Manager Ron Ferrigno. "Finally and most significantly, selling our business out from under the employees that have helped us get where we are just didn't seem like the right

Signature Healthcare Names New President, Haffey



New Signature Healthcare President & CEO, Robert Haffey



The Board of Trustees of Signature Healthcare have announced that Mr. Robert J. Haffey has been appointed the next President and Chief Executive Officer. Haffey previously served as President and Chief Operating Officer of Kent Hospital, a Care New England Health System facility in Rhode Island. He will assume his new role at Signature Healthcare on November 29, 2021.

"Bob is a proven leader who will focus on continuing to deliver safe, quality care to our community," said Joseph Drier, Chairman of the Board of Trustees of Signature Healthcare. "After becoming President of Kent Hospital in 2018, Haffey was instrumental in obtaining a Healthgrades ranking score for Kent Hospital. That year and every year since, Healthgrades ranked Kent Hospital as one of the top 250 hospitals in the country for quality. Combining his experience, strategies, innovative approach, and culture makes him well suited to lead Signature Healthcare into the next phase of providing safe, quality healthcare service and growth.

"I am pleased and excited to join Signature Healthcare's nationally recognized team," said Mr. Haffey. "I look forward to becoming an integral part of this community by amplifying Signature Healthcare's mission of providing quality, personalized medical services to patients who come to us seeking expert treatment and care. I intend to use my extensive experience in caring for patients in a compassionate way, to help build additional quality programs that serve the best interest of Signature Healthcare's patients."

President and CEO Kim Hollon will retire after more than a decade at Signature Healthcare. In his time at the organization, Hollon catapulted Signature Healthcare's reputation as a valued and respected community partner. Through his leadership, he instilled patient quality and safety as the number one priority of every associate in the organization, from nursing to finance, human resources to testing.

About Signature Healthcare: As Southeastern Massachusetts' premier local provider of safe, quality care, Signature Healthcare offers personalized medical services in a welcoming and medically advanced environment. We are one of the only not-for-profit community-based healthcare delivery systems in the region. Signature Healthcare is comprised of the quality, safe, award-winning Signature Healthcare Brockton Hospital; Signature Medical Group (SMG), a multi-specialty physician group of more than 150 physicians practicing in 18 ambulatory locations representing over 17 different medical specialties; and the Brockton Hospital School of Nursing, the only hospital-based nursing school in Massachusetts. The full range of high-quality primary care, specialty care, hospital care and related ancillary services are provided close to home, at lower costs. Our focus on patient safety is recognized nationally, a testament to the quality care patients experience when visiting our providers. Signature Healthcare is proud to be clinically affiliated with Beth Israel Deaconess Medical Center and Tufts Children's Hospital, bringing Boston-level, academic medical center care and research to our community. To learn more, visit signature-healthcare.org.

thing to do. While Whitney & I have been considering an exit strategy, we are not ready to retire. The ESOP allows us to continue to run the business and participate in the ESOP."

According to the non-profit National Center for Employee Ownership (NCEO), extensive research has shown that employee ownership companies outperform non-employee ownership companies in many areas. Productivity improves 5% on average in the year the ESOP is adopted and over a ten-year period, ESOP companies have a 25% higher job growth. Sales and profits can increase by 2.5% and provide 2.5 times greater retirement assets, and dramatically greater job stability. To learn more, visit signdesign.com

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

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](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 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. 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 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.

MEMBER Profile - Garage Gurus

Garage Gurus
1053 Turnpike Street
Stoughton, MA 02072
Brockton, MA 02301
(781) 318-3979
garagegurus.tech



Year Established: 2016

Products or Services: Training for auto mechanics currently in the field

Number of Employees: 1 on site

What is unique or special about your firm and the products and services you offer? Continuing the education of today's auto technicians

What is your market area? Boston

What markets do you serve? automotive repair

What is your main business objective concerning your customers and the business community? Providing a way for auto technicians to learn new technology in the field without returning to school.

Anything additional we should know about your company? Garage Gurus® is an industry-leading training and support platform created to address the skills gap and technician shortages facing the automotive service industry. Built from a unique combination of technical training, product expertise and onsite, online, and on-demand delivery, Garage Gurus makes comprehensive training available to more service technicians than any other aftermarket manufacturer. We come to work every day to give technicians the skills, training and knowledge they need to ensure quality repairs and build a stronger, more successful automotive service industry.

HANDS-ON LEARNING FOR TECHNICIANS: Workshop courses give you the opportunity to learn directly from a Garage Gurus® Master Trainer. Whether it's a class at one of our 10 technical service centers or a field clinic at your facility, you'll get the hands-on experience you need to solve real-world issues in the garage.

Networking Group USA Partners with Chamber

NETWORKING GROUP USA
VISTOR DAY



We can help you grow your business into something bigger and better than it was before.


Do you build your business by referral? Let us help you!

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.

The best investment for your marketing budget- network with professionals in the area!
Networking Meetings via Zoom: **Easton Chapter: 11/10 @ 8am | Waters Chapter: 11/3 @ 8:30am | Raynham Chapter: 11/3 @ 8:15am** | For more information about Chamber Membership and Networking Groups contact Marcy at MarcyVenezia@gmail.com or visit networkinggroupusa.com.


Chamber Affiliation News & Events

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




AVON
Industrial Park Association

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.



BRIDGEWATER BUSINESS ASSOCIATION
Est. 1984

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




Connect 24 BUSINESS ALLIANCE

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 to learn more.




EAST BRIDGEWATER BUSINESS ASSOCIATION (EBBA)
Est. 1993

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




EASTON CHAMBER OF COMMERCE
PARTNERS IN PROGRESS

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 to learn more.



NORWELL CHAMBER OF COMMERCE

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



SSWBN

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

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


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 or by calling (508) 587-2673. Ahead for the month...


November 4: 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?
November 18: Navigating Your Small Business through Financial Milestones
November 30: Work Smarter, Not Harder - How to Systemically DO the Highest Value Activities in Your Business



SCORE
FOR THE LIFE OF YOUR BUSINESS



METRO SOUTH CHAMBER OF COMMERCE
MEMBER
ACCREDITED
A Regional Economic Development Organization



METRO SOUTH
Regional Economic Development Organization

CC-Teknologies, Inc.



21 Marsden Street, Brockton • (508) 444-8810
cc-tek.net

CC-Teknologies, Inc is a commercial systems integrator located in Avon, MA. A Trusted Partner of thousands customers. Servicing QSR's, Schools, Auto Dealers, Police Departments, Retail, Manufacturing, Warehouses and many others. CC-Teknologies provides full support including installation, programming, and maintenance. Our Services include a Managed Services program to provide 24/7 support to our installed base of customers throughout the NorthEast and across the country.

Easy Step Up



199 Forest Avenue, Brockton • (617) 201-2881
easystepup.com

Easy Step Up is a company that has been providing well-made and efficient step stools for more than three years. Our ergonomic product has been a helpful tool for the automotive industry, and it is also beneficial for various activities, such as housekeeping and construction work. Makeshift tools, like crates, are not safe to use when you need to reach something high. They may cause issues, such as: Major injuries, back problems, spills, and falls. Additionally, if you're an employer, you can avoid any liability and risk of these problems for your staff when you provide them with the appropriate equipment.

Garage Gurus



1053 Turnpike Street, Stoughton • (781) 318-3979
garagegurus.tech

Garage Gurus® is an industry-leading training and support platform created to address the skills gap and technician shortages facing the automotive service industry. Built from a unique combination of technical training, product expertise and onsite, online, and on-demand delivery, Garage Gurus makes comprehensive training available to more service technicians than any other aftermarket manufacturer. We come to work every day to give technicians the skills, training and knowledge they need to ensure quality repairs and build a stronger, more successful automotive service industry.

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!

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](https://www.metroouthchamber.com/resources/business-assistance).

Major Sponsors:

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

BUSINESS EVENTS Planner

<p>Wednesday, Nov. 03</p> <p>Ambassador Meeting 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@metrosouthchamber.com</p>	<p>Wednesday, Nov. 10</p> <p>108th Annual Meeting & Expo Luncheon 12:00PM - 1:30PM Adult & Teen Challenge Center 1315 Main Street, Brockton</p> <p>Meet other business people & 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.</p> <p>Cost: \$100/members, \$135/non-members. Call to reserve an expo space!</p> <p>Register online: metrosouthchamber.com/events</p>	<p>Wednesday, Dec. 08</p> <p>Ambassador Meeting 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@metrosouthchamber.com</p>	<p>Friday, Dec. 10</p> <p>Good Day Metro South 11:45AM - 1:30PM Location TBA</p> <p>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.</p> <p>Sponsored by: Cambridge Savings Bank</p> <p>Register online: metrosouthchamber.com/events</p>
<p>Wednesday, Jan. 05</p> <p>Ambassador Meeting 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@metrosouthchamber.com</p>	<p>Tuesday, Jan. 11</p> <p>Executive Board Meeting 3:30PM Virtual Meeting via Zoom</p> <p>Questions? Contact Cathryn Schofield at CSchofield@metrosouthchamber.com</p>	<p>Wednesday, Jan. 26</p> <p>Board of Directors Meeting 12:15PM Virtual Meeting via Zoom</p> <p>Questions? Contact Cathryn Schofield at CSchofield@metrosouthchamber.com</p>	<p>Friday, Jan. 28</p> <p>Good Day Metro South 11:45AM - 1:30PM Martin Institute @ Stonehill College, Easton</p> <p>We are excited to announce the featured speaker for this brunch will be Kenneth Turner, Mass Life Sciences Center President and CEO. Season ticket holders may attend at a complimentary rate, please email CSchofield@metrosouthchamber.com to reserve your seat.</p> <p>Register online: metrosouthchamber.com/events</p>