

Good Day Metro South 12/10 to feature Reinstein

Friday, December 10 | 11:45 am - 1:30 pm | Massasoit Community College, Brockton

(Continued from front page) With an interview with our host, **Massasoit Community College's seventh president, Ray DiPasquale.**



Ray DiPasquale, Massasoit Community College President

Ray DiPasquale began his presidency at Massasoit Community College in August 2021. Prior to his appointment, he served as President of Clinton Community College in New York. Additionally, Mr. DiPasquale was a consultant for the Rhode Island Board of Education and served as President of the Community College of Rhode Island from July 2006 to January 2016; served as commissioner of higher education for the Rhode Island Board of Governors for Higher Education (now the Rhode Island Board of Education); as Vice President for Enrollment Management and Student Affairs at the SUNY College at Brockport; and in a number of leadership positions at Springfield Technical Community College. He began his career in higher education at Middlesex Community College.

Mr. DiPasquale holds a master's degree from Northeastern University and a bachelor's degree from Arkansas Tech University. He also received an Honorary Doctor of Humane Letters bestowed by the New England Institute of Technology.



Ted Reinstein, Chronicle

About Ted Reinstein: Ted Reinstein is best known in New England as a journalist and reporter for "Chronicle," Boston's celebrated—and America's longest-running, locally-produced—TV newsmagazine. While he appears occasionally in the studio at the anchor desk or delivering an opinion commentary, it's out in the field where viewers are most familiar seeing Ted. From every corner of New England, he's found the offbeat, the unique, the moving, and the just plain memorable, all while telling the enduringly colorful stories of the region's people and places.

Ted has also been a regular contributor for WCVB's political roundtable show, "On The Record," and has been a member of the station's editorial board since 2010. In 2002, he was part of a "Chronicle" team which received a national DuPont-Columbia Broadcast Journalism Award for coverage of Boston's controversial Big Dig, and how such massive public works projects compare around the world. In 2018, he received an Emmy Award for his story on the "Good Night Lights" phenomenon in Providence, Rhode Island.

Elsewhere on television, Ted hosted the premiere season of the Discovery Channel's Popular Mechanics show, and brought viewers up-close to some of America's most iconic landmarks for the HGTV network's special, "Lighthouses." For the Travel Channel's photo-adventure series, FreezeFrame, he explored Hawaii's volcanoes, the caves of Puerto Rico, and the South Pacific islands of Tahiti.

His first book, A New England Notebook: One Reporter, Six States, Uncommon Stories (Globe Pequot Press/2013) was selected by National Geographic Traveler as a "Best Pick." He is also the author of Wicked Pissed: New England's Most Famous Feuds (GPP/2015), and co-author, with his wife, Anne-Marie Dorning, of New England's General Stores: Exploring an American Classic (GPP/2017). Ted's most recent book is Before Brooklyn: The Unsung Heroes Who Helped Break Baseball's Color Barrier (Lyons Press/2021).

Ted received his bachelor's and master's degrees from Brandeis University. He has two daughters, and lives just west of Boston.

Board Highlight: Khanbabai Recognized, "Super Lawyer"



Mahsa Khanbabai, Khanbabai Immigration Law

Chamber Executive Board Member, Vice Chair of Community Affairs Mahsa Khanbabai was recently recognized in the Sunday Globe's "super lawyer" supplement. The article is below:

Mahsa Khanbabai was born in Iran, but her earliest memories are of Massachusetts. After her father accepted an offer to do his medical residency in the U.S., her family moved to the state while she was just a baby in 1972. It was planned to be a temporary stay. Then came the Iranian Revolution and the Iran-Iraq War.

"It was a very dangerous time, so [we] could not go back," Khanbabai says. "Being uprooted like that was difficult for them."

It wasn't easy for her, either. "As a young person," she says, "being an immigrant, being Middle Eastern, being Muslim with a different name and looking different had a lot of challenges."

But she remembers the positives, too. For a time, Khanbabai's father Rajab was the only obstetrician-gynecologist at the community hospital in the town of Ware in the western part of the state, meaning he delivered thousands of babies over the course of his career. "I saw what a difference he made in the community and how much people appreciated him," she says.

As she grew up, she saw more health care providers from around the world settle in Ware to work at the hospital. "That really held a lot of inspiration for me, to see people from all around the world come together, who were providing desperately needed medical care to communities that had a hard time recruiting American physicians," Khanbabai says.

Meanwhile, her family was still trying to gain citizenship. Their case took longer than usual partly because the government misplaced their files, Khanbabai says. After that was cleared up and they got their green cards, they had to wait another five years to apply for U.S. citizenship. The process was finally completed in 1998, when Khanbabai was 27 years old.

"Going through the immigration process myself and seeing how scary it was, especially at the time when we didn't have an attorney, was really intimidating," Khanbabai says. "I think that also inspired me to do the work that I'm doing now."

These days, her father is retired and living in Ware, while at Khanbabai Immigration Law in Easton, Khanbabai helps clients from around the world who are in a similar position as she once was.

In 2017, soon after President Trump issued Presidential Proclamation 9645—or the Muslim travel ban—Khanbabai worked with a client who need to come to the U.S. for a bone marrow transplant with his brother. He was denied a visa. "All because he was a citizen of Iran," she says. "With a lot of pressure and the public media campaign, we were able to get him a visa."

In Spring 2019, Khanbabai was working on a case involving a young girl whose family fled Syria because of ISIS. After suffering burns to over 50% of her body in a refugee camp in Turkey, the girl was sponsored to come to the United States for burn treatment, but due to various travel bans, her visa had been denied. Khanbabai continues to work on the girl's behalf.

"Those are the kinds of cases that I really love working on," she says. Khanbabai says she sees positive changes in the U.S. immigration system because of change in presidential administrations, but that it will take years and significant adaptations to meet modern societal needs.

"All of the courageous steps that [immigrants] have already undertaken by coming here is really just ... words can't describe how powerful that is to me, and inspiring and fulfilling," Khanbabai says. "While I can't maybe change the world, at least I can change the lives of some people around me, and they will then impact other people in their lives."

Vue, Katelyn. "Mahsa Khanbabai - Massachusetts Lawyers - Helping the next Generation." Super Lawyers, Super Lawyers, 13 Oct. 2021, <https://www.superlawyers.com/massachusetts/article/helping-the-next-generation/a29427bd-862c-4e0e-b86f-b78638f231fd.html>.

EIDL Updates from the SBA: Year-End Deadline Approaching, December 31st

The Chamber recently partnered with the Brockton Redevelopment Authority (BRA) and MA Small Business Development Center (MSBDC) to host Ili Spahiu, Lead Lender Relations Specialist, SBA for an Economic Injury Disaster Loan update as the year-end deadline nears. Visit covid19relief.sba.gov to apply for EIDL before December 31st,

2021. Visit the Chamber's YouTube channel to watch the recorded video where Ili details loan terms, policy updates, etc. www.youtube.com/watch?v=xBfWQ6vuEBE. (Captions available in your preferred language.)



U.S. Small Business Administration



BOARD OF DIRECTORS	DIRECTORS
OFFICERS	Paul Anghinetti - Bank of America
Chair of the Board Joseph Casey <i>HarborOne Bank</i>	Carol Chin - McDonald's Franchisee
President and CEO Christopher Cooney, CCE, MPA <i>Metro South Chamber of Commerce</i>	Michele Cinquegrano - Verizon
Chair-Elect Richard Hynes <i>Barbour Corporation</i>	Todd Copeland - Copeland Auto Group
Treasurer Gregory Hart, CPA <i>Summer St Financial Advisors LLC</i>	Donald Donnalson - Beantown Builders, Inc.
Vice Chair Economic Development Dan Evans <i>Evans Machine Co. Inc.</i>	Nelson Fernandes - JJ's Caffè
Vice Chair Government Affairs George Spilios <i>Crown Uniform & Linen Service</i>	Rick Fisher - Bluestone Bank
Vice Chair Community Affairs Mahsa Khanbabai, Esquire <i>Khanbabai Immigration Law</i>	Matthew Hesketh - Good Samaritan Medical Center - Steward Health Care
Vice Chair Membership Development Friend Weiler <i>Consultant</i>	Chuck Jones - Harbor Health
Immediate Past Chair Fred Clark, Esquire <i>Bridgewater State University</i>	Sue Joss- Brockton Neighborhood Health Center
	Mike Lambert- Brockton Area Transit Authority
	Kelly Mallory - Mallory Headsets, Inc.
	Jeni Mather - J.M. Pet Resort
	Matthew Osborne - Eastern Bank
	Jay Pike, CPA - Citrin Cooperman
	Albert Senesie - Victory Human Services
	Rich Spencer - North Easton Savings Bank
	Andrew St. Pierre - Brockton Plumbing & Heating Supply
	Lisa Stratton - The Enterprise
	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.

METRO SOUTH CHAMBER OF COMMERCE

ACCREDITED CHAMBER OF COMMERCE

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

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

ACTION Report

Volume 21 - Issue 11

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

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

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

The Chamber wishes to assure our members of our intention to provide 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!

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

Massasoit Community College Student Center, 1 Massasoit Blvd, Brockton

10

Ribbon Cutting: America's Food Basket

3:00 pm

21 Torrey Street, Brockton

13

Ribbon Cutting: Column Health

12:00 pm

231 Main Street, Brockton

22

Board Meeting

12:15 pm

Zoom Virtual Meeting

25

Christmas Day: Chamber Closed

January

01

New Years Day: Chamber Closed

05

Ambassador Meeting

9:00 am

Zoom Virtual Meeting

11

Executive Board Meeting

3:00 pm

Zoom Virtual Meeting

17

Martin Luther King Jr. Day: Chamber Closed

26

Board Meeting

12:15 pm

Zoom Virtual Meeting

28

Good Day Metro South

11:45 am

Martin Institute @ Stonehill College, Easton

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 December 8th 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 connect-ing 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.

Outreach

- Dec. 16 - Commonwealth of Massachusetts (State) Government Contracting
- 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.

Give Blood: United Way of Greater Plymouth County Blood Drive 12/16, 9AM-2PM

Location: Lakeside Villa - Ballroom. 555 Monponsett Street #58, Halifax, MA 02338. Please join us for our second blood drive in our United We Save Lives initiative in partnership with the American Red Cross of Southeastern MA. There is currently an emergency blood shortage with less than a day's supply! Together, we can make a big impact. To sign up to donate blood on December 16th, visit redcrossblood.org/give.html/drive-results?zipSponsor=UNITED

Grand Opening: America's Food Basket, December 10th @ 3pm, 21 Torrey St. in Brockton
America's Food Basket's newest location is at 21 Torrey Street in Brockton. Join us Friday, December

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.BNH.C.ORG OR 2. CALL 1-844-4TEST19.

MSBDC Calendar - Online Training

Visit msbdc.org/training to register

- Dec. 8 - Is Your Business Properly Insured?
- Dec. 8 - How to Open A Business in Massachusetts Legally
- Dec. 8 - Nuts & Bolts of Federal Contracting
- Dec. 9 - Best Practices for Using the Consolidated Screening List
- Dec. 9 - Basics of Starting Your Business
- Dec. 9 - NAICS, PSC, FSC, and Forecasts
- Dec. 15 - Federal Marketing &

10th at 3:00PM for a ribbon cutting and grand opening ceremony, featuring samples, giveaways, prizes, games, demo tables, raffles, and more. A special circular has been created for the week of the grand opening, visit inside! The specials will run from Dec. 10 - Dec. 25. Questions? Contact Sebastian Melendez at (860) 416-2544. Visit afbasketbrockton.com to learn more.

Please join us! Friday Dec. 10, 2021

America's Food Basket
21 Torrey Street
Brockton, MA 02301

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

A STEWARD FAMILY HOSPITAL



Good Samaritan Medical Center and Steward Medical Group Welcomes Samuel P. Donegan, MD, OB/GYN

Good Samaritan Medical Center and Steward Medical Group are pleased to welcome Samuel P. Donegan, MD, OB/GYN to the medical staff.

Dr. Donegan is board certified by the American Board of Obstetrics and Gynecology and specializes in high-risk pregnancies, adolescents, endometrial ablation, colposcopy hysteroscopy, and minimal invasive surgery.

Dr. Donegan earned his medical degree from the University of Missouri in Kansas City, after which he completed a residency in obstetrics and gynecology and a fellowship in infectious disease at Boston University Medical Center.

Dr. Donegan is accepting new patients at SMG Women's Health at Brockton, 830 Oak Street, Suite 223E, (508) 897-4712, and at SMG Women's Health of Middleboro, 8 Commerce Blvd, Suite 301, (774) 213-0380.

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.

About Steward Health Care System:

Nearly a decade ago, Steward Health Care System emerged as a different kind of health care company designed to usher in a new era of wellness. One that provides our patients better, more proactive care at a sustainable cost, our providers unrivaled coordination of care, and our communities greater

prosperity and stability. Visit www.goodsamaritanmedical.org to learn more.



Samuel P. Donegan, MD, OB/GYN

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



SCORE: What's Next for Small Businesses as Covid Capital Relief Funds Wind Down?
Date & Time:December 7, 1pm (virtual webinar)

Register: www.score.org/live-webinars

Description: December is the last month to apply for the Small Business Administration's Economic Injury Disaster Relief program, one of several government relief programs targeted to small businesses during the coronavirus pandemic. This webinar, presented by Small Business Majority's Xiomara Pena, will cover information you need to know about the EIDL and other capital resources, including:

- Latest information on Economic Injury Disaster Loans and Advances
- Updates on the Employee Retention Tax Credit
- Other state and local relief programs
- What's coming next
- Question and answer

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
- How to build a customer journey that can help you convert, from your homepage to your checkout process
- Improving buyer confidence and order completion with the right returns strategy

SCORE - The New Must Have Marketing Strategy for 2022

Date & Time: December 14, 1:00pm (virtual webinar)

Register: www.score.org/live-webinars

Description: 2022 will bring in some fundamental changes to the way we market our products and services, requiring us to adjust strategies, campaigns, and budget. Identifying opportunities now and preparing a thoughtful, streamlined, and inventive marketing plan that is relevant to today's consumer mindset and industry shifts will allow you to accelerate your financial goals and competitive edge. This webinar, presented by international marketing strategist, inventor, and Founder of 8 Simple Steps Maureen Edwards, will address:

- What's out, what's in & how to determine what's best for your business in 2022
- 2022 top social media changes, impacting your digital marketing direction
- The top "must implement" campaigns to reach, influence, and acquire your right-fit customers
- The appropriate budget allocations that maximize your ROI
- The #1 marketing best practice that will define goal attainment

SCORE - Google My Business for Home-Based Business Owner - Get Found Without Using Your Home Address

Date & Time: December 16, 1:00pm (virtual webinar)

Register: www.seedcorp.com/events

Description: STOP! Before you show your home address on your Google My Business page, check out this workshop! If you are using your home address in your Google My Business listing, or you haven't created an account because you don't want to use your home address on such a public forum, then this

workshop is for you. This session is specifically tailored to the unique needs of entrepreneurs who do not have a storefront or brick and mortar but want to capitalize on the benefits of Google search to bring more awareness to your brand and get more sales. The key takeaways for participants:

- The benefits of Google My Business for home-based business owners
- Suggestions for ways to create a Google My Business account that protects your home address details from the public
- Tips on how to increase traffic to your Google My Business page

SCORE - Critical Questions & Information Needed to Do Proper Business Planning

Date & Time: December 28, 1:00pm (virtual webinar)

Register: www.seedcorp.com/events

Description: You have decided to start a business and fulfill your entrepreneurial spirit and dream of working for yourself. Starting a business is a tough decision and needs proper planning. Believe it or not, there are several ways to methodically ask yourself the proper questions to determine if you are ready and what you need to do. Join this hands-on webinar session, led by SCORE Mentor John Tile, which will cover:

- The basics of a business plan and will provide a few samples
- A step-by-step process to develop the key information for your business plan
- What you will need in order to do a simple business plan for yourself and a more detailed business plan if you need a bank loan

Upon completion of this webinar, you will have the key information that you will be able to use with your SCORE mentor in follow-up sessions to develop your formal business plan.

SCORE - 2022's Hottest Businesses, Markets & Trends

Date & Time: January 6, 1:00pm (virtual webinar)

Register: www.score.org/live-webinars

Description: Will 2022 be a year of recovery or discovery? Or perhaps a bit of both? The start of a new year is the perfect time for small business owners and startups to learn the newest business trends and startup ideas. And while we're still facing a lot of unknowns in 2022, there are some things we do know. Join this timely webinar, presented by small business expert and best-selling author Rieva Lesonsky, where you'll learn about the breakthrough small business ideas and industries that excite consumers. You'll find out about America's changing demographics, attitudes, and consumer behaviors, and how your small business can best adapt and address them, such as:

- The industries that are booming right now and how small business owners and retailers can take advantage
- Which consumer behaviors have shifted, and how you can reach those customers
- How to pivot your small business to address those changing consumer demands
- America's changing demographics and what that means to small businesses
- The changes small retailers must make to survive

Whether you're a startup entrepreneur or have owned your business for years, you'll want to learn how you can start your journey to recovery—and discovery in 2022

SCORE - Building a Hybrid Cloud for Your Growing Business

Date & Time: January 13, 1:00pm (virtual webinar)

Register: www.score.org/live-webinars

Description: In today's business environment, entrepreneurs have more choices than ever in how to deploy technology. These decisions can be difficult to navigate with everyone promising IT nirvana. Unfortunately, it's easy to make a decision that leads to limited options and significant technology 'lock-in' for your business. This can lead to high, unsustainable, unforeseen costs as you grow and scale your business. Hybrid Cloud environments provide endless flexibility allowing you to build the technology foundation that's right for your business. Please join this informative session and 'Fireside chat' where we will explore options, approaches and limitations to the various types of technologies available in the market as you scale from a single server or cloud application to many.

Chamber Celebrates 108 Years of Economic Growth & 10 Businesses Making an Impact in Brockton & Metro South



The Metro South Chamber of Commerce is thrilled to honor ten local businesses whose economic contributions have significantly benefited the area. These ten businesses have impacted Metro South by creating jobs and adding to the rich business culture by providing valuable products, resources, and services to help our region thrive. Whether small entrepreneurs or franchisees of international corporations, the following businesses are recognized for their impressive accomplishments. Congratulations to Brockton Beer Company, Fusion Dolls, Green4All, LegalGreens, Little Discoveries, New England Tortilla / Mi Niña, Smitherz Landscape, Sycamore on Main / NeighborWorks, Vitra Adult Day Health, and West Bridgewater Self Storage. We hope they continue to support and expand their influence throughout the Metro South region.



Chamber Immediate Past Chair of the Board, Fred Clark, Bridgewater State University; Widline Pyrame, Fusion Dolls; Dan Trout, North Easton Savings Bank accepting on behalf of Green4All; Vanessa Jean-Baptiste, Legal Greens; Jessica Moscardelli, Little Discoveries; Eval Silvera and Rowan Olmstead, Brockton Beer Company; Chris Cooney, Metro South Chamber President.




Fred Clark, Bridgewater State University; Dottie Fulginiti, Old Colony Planning Council accepting on behalf of West Bridgewater Self Storage; Josh Smith, Smitherz Landscape; Max Voshchin, Vitra Adult Day Health; Cynthia Pendergast, NeighborWorks Housing Solutions; Chris Cooney, Metro South Chamber President accepting on behalf of New England Tortilla / Mi Niña.

Contributing Sponsors & Partners:

- 1. Brockton Beer Company | 121 Main Street, Brockton | brocktonbeer.com**




Brockton Beer Company was established in 2018 and is owned by five families who believe deeply in Brockton. Founders, Pierre Alexandre, Rowan Olmstead, Eval Silvera, Latisha Silvera, and Ed Cabellon stated “as long term Brockton residents, we knew it was time to create a brewery that shares in the values of the city we live, work, and play. It’s our focus to use the inspirations of our city and its heritage to create outstanding craft beer.” Combined, they have invested more than 1.3 million dollars to get the production facilities and brew pub ready for opening soon. “Crafted for Community,” Brockton Beer Company and the new Brew Pub (Brockton’s first), reflect the owner’s commitment to the City of Champions. The new Brockton Beer Company Brew Pub will be open each week, Wednesday through Saturday from 11:00 a.m. to 9:00 p.m. Fifteen new jobs in total are anticipated.
- 2. Fusion Dolls | 200 Westgate Drive, Brockton | fusiondolls.com**



Fusion Dolls is a Brockton based multicultural doll company founded by Widline Pyrame. Their mission is to spread diversity, awareness, and encourage children to love themselves inside and out by giving them easy access to black dolls. In Widline’s words, “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.” Soon after operating a kiosk within Brockton’s Westgate Mall, Pyrame opened her first permanent 1,200 square foot storefront. In 2021 Fusion Dolls has hired 15 new employees who encompass artists, contractors, web designers, and students. Fusion Dolls’ employees speak 6 languages between them, including Haitian and Cape Verdean Creole. During the month of November, Fusion Dolls plans to give customers the option to donate dolls to My Brother’s Keeper in anticipation of the holiday season.
- 3. Green4All | 327 North Pearl Street, Brockton | green4allbrockton.com**



Green4All is a locally run dispensary for medical and recreational cannabis products. After officially opening its doors on April 9 of 2021, Green4All hosted a grand opening for the unofficial marijuana holiday known as “4/20” on Tuesday, April 20. The dispensary — located in the brick building that formerly housed Tommy Doyle’s Pub & Grill on North Pearl St. — sells a range of flowers, topicals, edibles, drinks, tinctures, accessories, concentrates, and vape pens. Green4All prides itself on excellent customer service and dedication to quality products. Additionally, Green4All has created many new jobs, hiring a diverse group of employees from Brockton and surrounding areas.
- 4. Legal Greens, LLC | 75 Pleasant Street, Brockton | legalgreens.net**



Founded in 2019 by three individuals – Vanessa Jean-Baptiste, Mark Bouquet, and Mike Maloney – Legal Greens, LLC is the first Black woman-owned recreational cannabis dispensary to open on the East Coast. Vanessa Jean-Baptiste is a Brockton native and first-generation Haitian-American. Legal Greens believes in offering customers the utmost quality in different cannabis products and knowledgeable employees. Their mission is to provide customers with exceptional service, effortless access to outstanding qualities of cannabis products, and to ensure the product is affordable. Legal Greens is an Economic Empowerment Applicant in the Commonwealth of Massachusetts and is passionate about being a resource to other up-and-coming entrepreneurs in the cannabis industry. Jean-Baptiste is hopeful that the tax revenue from her business can help the city hire teachers, police officers, and fire fighters to positively impact her community. Legal Greens, LLC has recently invested 1 million dollars into their company as well as hired and retained 15 new employees. (Continued on page 7...)

Chamber Elects New Board Member: Andrew St. Pierre, Brockton Plumbing & Heating Supply


The Metro South Chamber of Commerce welcomes five new members to its Board of Directors: Andrew St. Pierre, Brockton Plumbing & Heating Supply. The Metro South Chamber Board of Directors is responsible for helping the Chamber carry out its mission: to best serve the unique interests and needs of member businesses and to champion the broader economic vitality of the Metro South region. The Board of Directors meets regularly to address policy and issues of economic and community concern. The next Board of Directors meeting will be held on Wednesday, December 22 at 12:00 pm via Zoom. We are pleased to add these business leaders to our board and welcome their input in future meetings.

Andrew St. Pierre, Brockton Plumbing & Heating Supply




10 Businesses Making an Impact in Brockton & Metro South (continued from page 6)

5. Little Discoveries | 125 Highland St., E. Bridgewater | littlediscoveries.us

 Little Discoveries is a childcare center that specializes in providing exceptional care and learning environments for children's development. Opening their first location in 1999, Little Discoveries offers a wide variety of programs committed to providing the highest quality of early childhood education and care for children and their families. Little Discoveries provides year-round childcare for children 6 weeks old and up across four locations in the Metro South region. Their new location will house a community cafeteria for children and their families, as well as an indoor gymnasium and STEM Room.


6. New England Tortilla / Mi Niña | 1020 West Chestnut St., Brockton | mininatortilla.com

 Opening their doors in 2011, Mi Niña is the first tortilla bakery in New England that produces tortillas authentically from a true old-world recipe. This recipe comes straight from owner, Jamie Mammano's wife's hometown in Mexico. Mi Niña recently invested 12 million dollars in their new Brockton facility and has created 20 new jobs. Their new building has been renovated into a state-of-the-art Tortilleria boasting 43,000 square feet. Mi Niña prides itself on staying true to tradition and it's founders are grateful to be able to share their tortilla products with their family and yours.


7. Smitherz Landscape | 457 Oak St., E. Bridgewater | smitherzlandscape.com

 Smitherz Landscape is a full-service landscape company servicing southeastern Massachusetts. What started as a grass cutting business in the spring of 2004 with a 1973 Ford pickup, has blossomed into a reputable landscape company with a fleet of modern equipment and a staff of 20 employees. Smitherz Landscape has continued to grow with the purchase of a commercial location in Abington in 2015; the launch of a container service for waste, disposal, and removal needs in 2017; and their new headquarters for dumpster and landscape services in East Bridgewater. In total, Smitherz Landscape has invested over 1 million dollars into this 7,480 square foot facility.

8. Sycamore on Main, NeighborWorks | 121 Main St., Brockton | nhsmass.org


 Sycamore on Main is the newest development in downtown Brockton from NeighborWorks Housing Solutions, the leading housing service provider in southern Massachusetts. Located at 121 Main Street in Brockton, Sycamore on Main is a mixed-use, Enterprise Green Community-Certified building. "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," said MassHousing Executive Director Chrystal Kornegay. '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.' Sycamore on Main advances the Baker-Polito Administration's goal of creating up to 1,000 new workforce housing units affordable to middle-income households through MassHousing's \$100 million Workforce Housing Initiative." In addition to 48 units of affordable housing, 2,600 square feet of the ground floor features retail space, soon to be occupied by Brockton Beer Company's tap room. Residents began moving in July of 2021. NeighborWorks celebrated this newest development with a ribbon-cutting ceremony attended by residents, city, state and housing officials on June 24.

9. Vitra Adult Day Health | 10 North Pearl St., Brockton | vitrahealth.com



 Vitra Adult Day Health is a daily care facility designed to meet the physical, functional, and social needs of elders or individuals with disabilities, including those with complex medical or rehabilitative needs. Within their program, clients receive healthy, freshly prepared lunches and snacks catered to dietary needs, health monitoring by a registered nurse, counseling, a wide variety of engaging and entertaining activities, as well as personal care

assistance. Officially opened in fall of 2021, Vitra ADH invested 1.5 million dollars in its 10,000 square foot Brockton property. Their current focus is to provide the quality care for participants and to meet their needs as best they can.

10. West Bridgewater Self Storage | 359 Pleasant St., W. Bridgewater | westbridgewaterselfstorage.com

 West Bridgewater Self Storage provides customers with premiere drive-up self-storage. As a small mom and pop business, West Bridgewater Self Storage prides itself in accommodating virtually any storage need with excellent customer service. Originally Atlas Self Storage, they purchased the facility at auction in 2017 and changed the name to West Bridgewater Self Storage. Capital improvements include two gates with keypad entry, fencing around the perimeter of the facility, security lighting on buildings, a comprehensive fire alarm system, and the installation of security cameras throughout the entire facility. In addition, 7 dilapidated buildings were demolished and replaced with 8 new steel BETCO buildings; thus, transforming West Bridgewater Self Storage from an eye sore to a Class A facility.

Laforest & Whitaker, MOBD Receives Fuller Award

 
Margaret Laforest, Regional Director, MOBD | Susan Whitaker, Regional Director, MOBD

MA Office of Business Development regional directors Margaret Laforest and Susan Whitaker received the Charles A. Fuller award at the Chamber's 108th Annual Meeting in recognition of their leadership performance, personal example and good influence in their efforts to advance the welfare of the Metro South Chamber and community.

Margaret Laforest is recognized as a thoughtful, results driven dedicated leader with over 18 years of experience in government and non-profit management. Known for her communication with constituents, Margaret has handled over \$100 million dollars in private sector gateway revitalization projects. She also has extensive experience in organizational management and economic development.

Sue Whitaker has over 20 years of experience in both the private and public sectors with a focus on building relationships and facilitating public/private partnerships to advance workforce development.

[

backed by **Bluestone**

]



Means that we're always here to get you where you need to go.



Bluestone
BANK Let's get there, together.

bluestone.bank

Member FDIC | Member DIF



Everything's Better in Brockton: Location, Value, and Growth



Mike Kennealy, MA Secretary of Housing & Economic Development tours Brockton's central business district with Mayor Sullivan.

Midway between Boston, Massachusetts, and Providence, Rhode Island, the City boasts a well-thought-out transit system that allows for a free flow of feet into its central business district and beyond. "Brockton offers quality of life. [We] emphasize the diversity of our communities. Brockton welcomes everyone. It is proven by our [collaborative] leadership and the work we are doing in educating people on Brockton," says Robert Jenkins, Executive Director of the Brockton Redevelopment Authority.

As in all cities around the world, communities like Brockton had a lot to deal with during the COVID-19 health crisis. But, in contrast to many, instead of putting a hold on development and construction efforts, the City took its foot off the brakes and went for gold. "In other major municipalities in the commonwealth, many mayors put a pause on construction. I chose not to do that; I chose to continue building in a safe manner. And it's paying off," says Mayor Robert F. Sullivan.

One prime example of the City's continued construction is the Sycamore on Main on the corner of Main Street and Frederick Douglass Avenue. A mixed-income development, the 48 apartments sit above the headquarters of the Brockton Beer Company, the first Black-owned brewery in Massachusetts, on the first floor. The building was initially run-down, and the City stepped in to demolish the building. Key shareholders then turned the property into one of the City's most beautiful – and promising – crown jewels. It is owned by NeighborWorks Housing Solutions, and the project was recently visited by the Commonwealth's Secretary of Housing and Economic Development, Mike Kennealy, who was impressed to find just how resourceful Brocktonians are.

The Brockton Beer Company's brewery is unique in that it is Black-owned – the first of its kind in the state. The Mayor is particularly excited about the project. "On behalf of the City and as Mayor of Brockton, I wholeheartedly support this endeavor. It is wonderful. [And] it is a game-changer. It is a catalyst for development – other amenities will follow," he says. The Brockton Beer Company was founded by Pierre Alexandre, Rowan Olmstead, Eval Silvera, Latisha Silvera, and Ed Cabellon, with their mascot, Mr. Gloves, lending moral support.

Thanks to this visionary approach to revitalization and business development, Brockton continues to be popular among large corporations like WB Mason, a nationally significant office supply giant whose headquarters have been based in Brockton since 1898. Such large employers combined with the new residential possibilities will drive the City's vision for the downtown area to become fully alive and buzzing day and night.

The community's businesses such as these are supported by advanced communications infrastructure, a wealth of natural resources, and a large workforce. The combination of these factors continues to draw many manufacturers to the area, and the result is that a number of established food manufacturers – including one of the biggest food fabrication facilities around – continue to thrive and grow.

Indeed, the City is constantly exploring how to further establish secure employment, competitive incomes, and rich amenities for all Brocktonians. "[Our work] has been very successful over the past seven years. We have over 400 units that have been created or are in construction right now, [with around] 350 that are in the planning process. We've seen a tremendous amount of growth," says May.

Achieving such a feat takes teamwork to deliver the enormous change

that is sweeping the City and its communities. With minority groups and women featuring high on the City's priority list when it comes to opportunity, it comes as no surprise that Brockton is booming. Apart from several new restaurants, the City has also seen many more large developments come to fruition, including One Nine Residence (at 19-31 Main Street), formerly known as The First Parish building. Today, it is set to become a 20-unit residential building with two commercial spaces and a bistro on the main level. Then there is Trinity Financial's Enterprise Block with 109 mixed-income residential units, with a new development at 93 Centre Street recently also setting sail to create 53 residential units.

In addition to fresh new apartment blocks, one of the City's biggest draws for new arrivals looking to make a life here is its comparatively low cost of living. "The price point in Brockton is favorable to someone who wants to rent an apartment compared to other municipalities," says Mayor Sullivan. "People can get more for their money here, with high-end living arrangements. And it gets even better with Boston being only a thirty-five-minute commute away by train. In this way, the City hopes to attract even more young people to live and work here."

To be sure, Brockton is a place to play, with many places of interest and opportunities for rest and relaxation. The City boasts 800 acres of parks including four golf courses. It is home to the Fuller Craft Museum, which was founded as an arts center that would also educate. Over the years, the center has developed into the hub of creativity it is today, offering free access to all Brockton residents. There is also the Milton Museum, recently revived in the Enso Flats Building on 50 Centre Street, after hundreds of exquisite pieces of art by masters such as Renoir, Cézanne, Manet, Picasso, Whistler, Turner, Warhol, and more were put into safekeeping around 2019. With such a prize collection, the museum offers viewers a taste of a select art world. It also houses impressive Asian and modern art collections that are every bit as decadent as its older European pieces.

The Brockton Rox, the City's very own professional baseball team, is another big attraction – not to mention the City's fantastic choice of restaurants that cater to the large and diverse communities who call it home. Its restaurants include Cape Verdean, Ecuadorian, Caribbean, Asian, Peruvian and Portuguese cuisine.

Brockton's public high school is one of the largest east of the Mississippi, with over 4,000 students. In addition, Massasoit Community College Campus is also considered to be the largest in Plymouth County, and affords another big opportunity for young people to improve their futures. There is also an adult learning center and a virtual learning academy alongside several other types of schools, such as nearby Bridgewater State University and Stonehill College.

In addition, three hospitals and a neighborhood health center make for solid healthcare infrastructure. As large employers, the hospitals drive a steady influx of younger healthcare professionals who come to live here, taking advantage of the inexpensive living cost.

One of its greatest attractions for investors, apart from the City's great fiscal status, is its latest superpower – a fiber installation between Boston and New York that comes straight through the downtown, making it the hottest place to be for operators in need of red-hot internet speeds. "[These high internet speeds] make us a location for future investment in knowledge-based industries. In another part of the City, the Good Samaritan Medical Center will also be taking advantage of the excellent possibilities brought about by such technology to make advancements in its life sciences equipment. This also opens the doors to the biotech industry and a greater banking presence.

The Hollywood film industry is bringing even more opportunities for residents to prosper, with a major Netflix film starring Meryl Streep, Leonardo DiCaprio and Jennifer Lawrence recently shooting in Brockton. AMC also films a television series within the City. "We are in the people business," says Mayor Sullivan. "We have a winning formula for success. I know that we're going to continue thriving, and it is a wonderful time to be a business owner and a resident in Brockton."

With increasing international, national and local interest in the City's great return on investment plus its strong Moody's rating, the City of Brockton is preparing itself for a bright future – one where all Brocktonians can flourish. Because everything's better in Brockton.

Chamber CEO Receives SEED Regional Leadership Award

The South Eastern Economic Development Corporation recently named Metro South Chamber of Commerce CEO, Chris Cooney, MPA, the 2021 Gus Yankopolous Regional Business Advocate of the year.

Cooney currently serves on the SEED Board, where he works collaboratively to strengthen communities through the development of small and diverse businesses. Cooney has worked at four regional Chambers of Commerce in Massachusetts and Cape Cod since graduating from the University of Massachusetts Dartmouth and Suffolk University with degrees in economics and public administration.

SEED Corporation CEO, Sue Murray announced Cooney's unanimous selection citing his dedicated service and leadership roles in regional economic development with an emphasis on business advancement and education. Cooney received the award, a framed nautical print by acclaimed artist, Arthur Moniz, during SEED Corporation's meeting held in October.

"Having worked with Gus Yankopolous, I know what an intelligent, thoughtful and tireless economic development professional he was for this region. I am honored to receive an award associated with him and his extraordinary reputation", said Cooney.



Chamber President & CEO, Chris Cooney recognized by SEED Corp. for Regional Leadership.



WELCOME NEW MEMBERS!

Reinvesting in Our Community

HealthCare-EDU

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

Landerholm Electric Company, Inc.

Peter Landerholm
Two Bert Drive, Suite 5
West Bridgewater, MA 02379
(508) 580-4645
landerholmelectric.com
Electrical Contractors

Live Well Nutrition, LLC

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

Tetreault Law Group

Jaime Tetreault, Esq.
288 Grove Street, #351
Braintree, MA 02184
(781) 383-5051
tetreaultlawgroup.com
Attorneys

For membership, contact: Marcy Venezia

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

RENEWING Members

Thank you!

Berish Properties, Inc.
Brockton Education Association
Brockton Neighborhood Health Center
Buzz Around, LLC
Capstone Communities
Collins Crane & Rigging Service
Crown Uniform & Linen Service
Edward J. Deluca Jr. & Company, PC.
Father Bill's and MainSpring
George Washington Toma
Hart Design DBA Edible South
Shore & South Coast
Hart Design DBA Edible South
Shore & South Coast
Koso America, Inc.
Law Office of Mark D. Petti
LBP Solutions, LLC

Lynch's Towing Service & Auto Sales
Milton Chiropractic & Rehabilitation
Prophett- Chapman Cole & Gleason
Funeral Homes & Cremation Serv
Proven Behavior Solutions
Rose Therese Cap & Gown Company
SERVPRO of Plymouth/Wareham
SCU Credit Union
South Shore Tractor & Farm Supply
Spark Street Auto Body
Summer St Financial Advisors LLC
The Woodlands at Abington Station
Theory Wellness Inc
TRACEY Environmental
Trans Courier Systems, Inc.
University of Massachusetts Boston

My Local MA - Join the Branding to Support Local Biz!



If you own or manage a local business or organization, you already wear a lot of hats. But maybe visual designer is not one of them. You can use these resources as is, without special knowledge of graphics applications. Put up a flyer in your store. Show your support on social media. Let people know that local matters. OR, make it your own! Visit www.lovelylocalma.com/downloads/ for flyers, info sheets, posters, social media posts, email signatures, logos, and templates to customize your own!

MEMBER Profile - Theory Wellness

Theory Wellness, Inc.

38 Montvale Ave, Suite 210 / 1050 Turnpike Street
Stoneham, MA 02180 / Bridgewater, MA 02324
(413) 650-5527 / (508) 296-9250
theorywellness.org



THEORY
W E L L N E S S

Year Established: 2015

Products or Services: Cannabis

Number of Employees: 375+

What is unique or special about your firm and the products and services you offer? Theory Wellness, Inc. is a vertically integrated, small-batch, craft cannabis company in MA & ME. We're independently owned and operated, unlike many competitors who are venture capital and/or private equity-backed. While many of the major players (MedMen, Aurora, etc.) are posting losses, we're growing and scaling at unprecedented rates showing the power of a small, nimble, and hungry company. We operate more like a start-up than traditional brands and take every opportunity to fight the future we want to see in cannabis.

What is your market area? Berkshires/Western Mass; Chicopee/Western Mass; Bridgewater/Eastern Mass; South Portland, Waterville, and Bangor Maine.

What markets do you serve? Primary: Consumer via Theory store locations. Secondary: Business via wholesale program to other cannabis dispensaries.

Please list awards, honors, or special recognition your firm has received: 2021 Cultivator's Cup Best Visual

What is your main business objective concerning your customers and the business community? Educate consumers on cannabis.

Anything additional we should know about your company? Notable Projects:

- **Social Equity Program** sponsorship for Economic Empowerment/ Social Equity license candidate to help support their business through the following:
 - \$100K debt-free financing / \$150K wholesale inventory on consignment
 - Access to our legal, insurance, banking, and marketing networks to support their entry to the market
- **Farm Grown Cannabis** is our newest approach to cultivation through a partnership with a local farmer with 35 years of organic cultivation experience
 - Approach uses regenerative cultivation practices through the biodiversity of plant growth, carbon sequestration, with the aim of reducing the environmental footprint for cultivation (less electricity, water, etc.)
 - First sales of outdoor cannabis to a legal market on the East Coast
- **First Drive-Up Window**
 - Launched the first drive-up window in MA history cannabis pick-ups at our Chicopee location

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
617-939-3097
Contact: Susan Whitaker
617-620-1005

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.

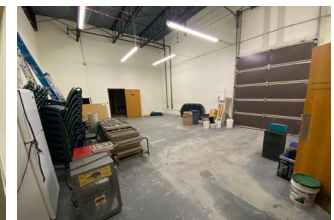
The Chamber (in partnership with many regional, state, and federal resources) operates the Metro South Business Assistance Center and Thomas Edison Business Incubator in support of business development. Many of the BAC resources can be found online and are being offered remotely, including one-on-one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

Real Estate Spotlight: 15 Plymouth Drive, Easton



13,500 SF of space available in Easton. Great curb appeal! Industrial / R&D within the Easton Industrial Park. Seconds from highway and plenty of neighborhood amenities. Building Size: 36,250 sf, industrial zoning, built in 1984. Flex, Lab, r&D, Light Assembly, E-Commerce space, heated by natural gas, fire sprinkler protected, fully air conditioned, dock loading door, potential event space, five dock doors with 17' 4"-20' clearance with drive-in bays. Visit loopnet.com/Listing/15-Plymouth-Dr-Easton-MA/12313748/ to learn more.



New Executive Director, UMass Donahue Institute



Dr. Johan E. Uvin, UMass Donahue Institute (UMDI)

Dr. Johan E. Uvin will serve as the new Executive Director of the UMass Donahue Institute (UMDI). His extensive leadership experience in public service at multiple levels of government and his work with the private sector are an excellent match to the mission and aspirations of the UMass Donahue Institute and the university.

Established in 1971, the UMass Donahue Institute addresses critical questions and develops innovative solutions to help organizations and agencies throughout the world from both the public and private sector meet challenges, measure success, and set goals. UMDI frequently collaborates with faculty and staff from all five UMass campuses, connecting the inquiry and insight of academia with the urgency and pragmatism of the business world. The Institute recently relocated from the President's Office to the UMass Amherst community and is reporting through Research & Engagement.

Dr. Uvin served at the U.S. Department of Education from 2009-2017 as Senior Policy Advisor, then Deputy Assistant Secretary, and later Assistant Secretary (Acting). At the Department of Education, he coordinated all strategy development for the Office of Career, Technical, and Adult Education (OCTAE) with a staff of 80 and over \$1.7 billion in resources. He led policy development and implementation for adult education, career and technical education, community colleges, immigrant integration, and government-wide efforts focused on youth not in education, training, or employment.

From 2017 to 2020 he was President of the Institute for Educational Leadership in Washington, DC. There he facilitated and implemented Rise Up for Equity, the Institute's five-year strategic plan. He has since founded Strategy Advising, a consulting practice that provides strategic advising services in education, workforce development, educational technology start-ups, and non-profit organizations.

Uvin is a first-generation high school and college graduate. He trained in Europe as a secondary teacher and taught at a career and technical education high school. In the U.S. he earned the Master of Arts in Teaching English to Speakers of Other Languages from the School of International Training in Brattleboro, VT. He received both his Master of Education in International Education and Doctor of Education in Administration, Planning, and Social Policy from Harvard University.

Networking Group USA Partners with Chamber



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

business. Visitors are always welcome. Networking Meetings:

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

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

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

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

Chamber Affiliation News & Events

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

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



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



The **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.



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



The **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.



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



The **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.

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.

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 Loans - Low Fixed Rates for 20 and 25 Years Commercial Real Estate and Fixed Assets**
- Working Capital, equipment, inventory, furniture and fixtures, and leasehold improvements
- **No pre-payment penalties**
- **Technical Assistance**



Contact: 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...

December 7: *What's Next for Small Businesses as Covid Capital Relief Funds Wind Down?*

December 9: *Conversion-Boosting Strategies: Simple Changes that Can Help Grow Online Sales*

December 14: *The New Must Have Marketing Strategy for 2022*

December 16: *Google My Business for Home-Based Business Owners*



HealthCare-EDU



793 Crescent Street, Unit 6, Brockton • (508) 443-4703
healthcare-edu.com

Healthcare-Edu is run by a nurse with over 14 years of experience and 8 years of nursing education experience. Seeing the need for increasing essential personnel in Massachusetts this school was created. We offer a clean and spacious environment. Ex. of classes - MAP Medication Administration Program; Nursing Assistant; Home Health Aide.

Live Well Nutrition, LLC



603 Centre Street, Brockton • (508) 577-1389
facebook.com/livewellnutritionclubma

We are a nutrition club, where delicious, healthy and nutritious shakes, waffles, donuts and other healthy meals & metabolism boosters (tea & coffee) are served, which are made with Herbalife Nutrition products and other healthy ingredients.

Landerholm Electric Company, Inc.



P.O. Box 3038, Brockton • (508) 580-4645
landerholmelectric.com

Landerholm Electric Company, Inc. is a commercial, industrial, institutional and residential electric contractor. They provide emergency services, installation, energy management services, design construction services and maintenance contracts and programs. The company services Federal and State facilities, Municipalities, Medical facilities, Religious facilities and Educational facilities.

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.


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, 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 Massasoit Community College One Massasoit Blvd, Brockton</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>Friday, Dec. 10</p> <p>Grand Opening & Ribbon Cutting: America's Food Basket 3:00PM 21 Torrey Street, Brockton</p> <p>Join the Chamber for a ribbon cutting ceremony and grand opening at America's Food Basket's new facility in Brockton.</p> <p>Cost: Free!</p> <p>Register online: metrosouthchamber.com/events</p>	<p>Monday, Dec. 13</p> <p>Ribbon Cutting: Column Health 12:00PM 231 Main Street, Brockton</p> <p>Join the Chamber for a ribbon cutting ceremony and grand opening at Column Health's new facility in Brockton.</p> <p>Cost: Free!</p> <p>Register online: metrosouthchamber.com/events</p>
<p>Wednesday, Dec. 22</p> <p>Board of Directors Meeting 12:15PM Virtual Meeting via Zoom</p> <p>Questions? Contact Cathryn Schofield at CSchofield@metrosouthchamber.com</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>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>