

(Continued) 2022 Good Day Metro South features Kenn Turner, Massachusetts Life Sciences Center President & CEO

Friday, January 28 | 11:45 am - 1:30 pm | Martin Institute @ Stonehill College | 320 Washington Street, North Easton



Kenn Turner, Massachusetts Life Sciences Center President & CEO

Partners & Sponsors:



About MLCS's President & CEO, Kenn Turner: "Prior to joining the MLSC, Mr. Turner served as Director of Diversity & Inclusion/Compliance with Massport. He oversaw and managed the Authority's multiple diversity programs, included business and supplier diversity, workforce diversity, and airport concessions, as well as all compliance initiatives associated with Massport's Disadvantaged / Minority / Women Business Enterprise programs.

Previously, Mr. Turner served as Deputy Secretary for Administration & Finance for the Commonwealth of Massachusetts Department of Veterans' Services. He has over 20-years of general management and executive experience in various Fortune 100 media and package goods companies including having served as Senior Vice President of Emerging Markets at AOL Time Warner as well as having held various marketing positions at Hallmark Cards and Hasbro Toys.

A retired U.S. Navy Captain and submarine nuclear weapons system officer with 26-years of service, Mr. Turner holds a B.S. degree in Liberal Arts from Southern University and A&M College, Baton Rouge, LA."

About the Massachusetts Life Sciences Center: Through public-private funding initiatives, the Massachusetts Life Sciences Center supports innovation, research and development, commercialization, and manufacturing activities in the fields of biopharma, medical device, diagnostics, and digital health. As a quasi-public agency, Massachusetts Life Sciences Center also offers programs that fund innovation-driven economic and workforce development initiatives in Massachusetts.

The Massachusetts Life Sciences Center's mission is to serve as the "hub" of the Massachusetts life sciences ecosystem, encourage innovation through investments in good science and good business, strengthen and protect Massachusetts' global leadership position in the life sciences, accelerate the commercialization of promising treatments, therapies, and cures that will improve patient care, and create jobs and drive economic and STEM workforce development.

(Continued) Empowering Small Business: Massachusetts Growth Capital Corporation Grants for Businesses

BIZ-M-POWER: MATCHING GRANT PROGRAM OVERVIEW

The Biz-M-Power crowdfunding matching grant program offers small businesses in Massachusetts financial assistance with their acquisition, expansion, improvement or lease of a facility, purchase or lease of equipment, or with meeting other capital needs for the business. Eligible applicants will be empowered to advance their business with an innovative approach to obtaining capital. Through crowdfunding campaigns, these businesses connect with their local residents and stakeholders to advance projects that support economic success and transformation for their business and in their communities. To apply, visit www.empoweringsmallbusiness.org/what-we-offer/bizmpower.

Preference shall be given to small businesses owned by low- to moderate-income individuals (LMI), women, minorities, immigrants, non-native English speakers, U.S. military veterans, disabled individuals, members of the LGBTQ+ community, and businesses operating in Massachusetts Gateway Cities.

GRANT USE: Acquire, expand, improve or lease a facility; or Purchase or lease equipment; or Meet other capital needs of a business; Funds CANNOT be used for ongoing business operations such as payroll, benefits, buying of inventory, and general working capital.

AWARDS: Businesses can receive minimum of \$2,500 and a maximum of \$20,000 in matching grants from MGCC. Combined with their crowdfunding dollars, they can earn \$40,000+! **Rolling Application:** next review deadline is January 24, 2022. The program will close on June 30, 2022 or when funds are exhausted, whichever comes first.

EMPOWER DIGITAL GRANT: OVERVIEW

Beginning in May 2021, \$3,800,000 will be made available for the

The Capital of Scientific Revolution: Here in Massachusetts, we share constitutions and covenants that transcend centuries. We are forever joined by the ideals of those industrious, ingenious few who first sought our shores. United in their conviction that there was more of life to be found and made in fellowship with a commitment to the commonwealth, it is here we that have seen revolutions and age-defining breakthroughs.

We have seen the best, brightest, and bravest find their places here. Find their people here. Find their purposes fulfilled here. Together, with our partners, we are—in the Massachusetts Way—making revolution our perpetual state of being. Defining our place, people, and purpose as the capital of scientific revolution.

Strategy: The future of life sciences will usher in new research and development, discoveries, and opportunities to improve human health. Massachusetts is poised to remain the global beacon for that bright future.

At the Massachusetts Life Sciences Center we recognize that life sciences is more than simply a sector, it is a culture here. To build that culture, it takes a unique and dynamic ecosystem comprised of government, academic, and industry stakeholders working together. This cross-sector leadership will remain integral to continuing the important scientific and economic development being achieved here in the Commonwealth.

A History of Leadership: The rise of Massachusetts as a national and global leader in life sciences development has continued to advance through the early decades of the 21st century. The Commonwealth is a leading state in life sciences industry concentration and total life sciences employment.

Massachusetts' top-line growth in jobs, in addition to wages, is the result of gains across all stages of innovation-led development, including robust research, technology commercialization, new firm formation, and the successful scale-up of companies. This reflects the strong foundations of Massachusetts' overall innovation ecosystem for life sciences development and its long-term ability to drive economic success.

Funding Impact: Since its creation in 2007, the Massachusetts Life Sciences Center has strategically deployed more than \$700 million in Massachusetts, through a combination of grants, loans, capital infrastructure investments, tax incentives, and workforce programs. These investments have created thousands of jobs and propelled the development of new therapies, devices, and scientific advancements that are improving patient health and well-being in Massachusetts and around the world. To learn more about the MLSC, visit www.masslifesciences.com.

Empower Digital Grant. This grant program provides funding for the needs of Massachusetts-based small businesses owned by socially and economically disadvantaged individuals seeking tools and services to develop their digital capabilities in partnership with a Small Business Technical Assistance (SBTA) provider for up to \$5,000. SBTA providers are the door to this grant program for applicants. SBTA providers will sponsor small businesses to apply and support the effort of the small business applicants through technical assistance in the application process. The small business applicants, with the help of their SBTA sponsor, will work with a Qualified Professional in the area of their greatest digital need(s) to pursue a digital development plan.

Additional consideration will be given to businesses owned by women, minorities, immigrants, non-native English speakers, U.S. Military Veterans, disabled individuals, LGBTQ+, low-to-moderate income owners, socially and economically disadvantaged individuals, and businesses operating in Gateway Cities. To apply, visit www.empoweringsmallbusiness.org/what-we-offer/empowerdigital.

SMALL BUSINESS TECHNICAL ASSISTANCE GRANT PROGRAM

MGCC will accept applications from not-for-profit organizations that currently provide technical assistance and training programs to small businesses and start-ups. Grant proposals shall identify specific counseling and training programs that assist these small businesses to: Secure new or increased financing for growth; Secure Empower Digital Grants (MGCC Program); Kick-off crowdfunding campaigns through the Biz-M-Power grant (MGCC Program); Achieve stability and viability; Create/retain jobs; Increase the economic vitality of the neighborhood, community, or region. To apply, visit www.empoweringsmallbusiness.org/sbta.

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METRO SOUTH
CHAMBER OF
COMMERCE

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

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

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

CHAMBER Calendar

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

January

01

New Years Day: Chamber Closed

05

Ambassador Meeting
Zoom Virtual Meeting

9:00 am

11

Executive Board Meeting
Zoom Virtual Meeting

3:00 pm

13

"Digital Skills for Everyday Tasks"
Workshop offered by Grow with Google

12:00 pm

14

Economic Recovery Update Call
Zoom Virtual Meeting

2:00 pm

17

Martin Luther King Jr. Day: Chamber Closed

20

"Cybersecurity Fundamentals for Biz Owners"
Workshop offered by SEED Corp.

10:00 am

26

"Connecting Your Biz to the Commonwealth"
Workshop offered by OSD (MA Operational Services Division)

10:00 am

26

Board Meeting
Zoom Virtual Meeting

12:15 pm

28

Good Day Metro South
Martin Institute @ Stonehill College, Easton

11:45 am

February

02

Ambassador Meeting
Zoom Virtual Meeting

9:00 am

18

Good Day Metro South
Location TBA

11:45 am

28

"Make Your Website Work For You"
Workshop offered by Grow with Google

10:00 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 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 connecting you to new customers and suppliers, as well as to those who influence the local economy and quality of life.

Access to the right tools. One more way the Chamber makes an impact.

To join the chamber call 508.586.0500 or visit www.metroouthchamber.com

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

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



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

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

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

- MSBDC Calendar - Online Training**
Visit msbdc.org/training to register
- Jan. 10 - Basics of Starting Your Business
 - Jan. 11 - How to Become a Women-Owned Certified with SBA
 - Jan. 13 - Basics of Starting Your Business
 - Jan. 27-28 - Export Expo
 - Feb. 7 - Basics of Starting Your Business
 - Feb. 10 - Basics of Starting Your Business

Exclusive Staples Discounts for Chamber Members
Members of the Metro South

Members - send Good News to estratton@metrosouthchamber.com
Sponsored by: Good Samaritan Medical Center

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.

Fuller Craft Museum Presents: David Schnuckel, Meaningful Gibberish



David Schnuckel's Meaningful Gibberish bridges contemporary craft, material study, and multiple media to challenge long-held notions of object making. The interdisciplinary exhibition disrupts traditional glass process to question what words like "mastery" can mean in material relationships, what the term "craftsmanship" can fully encompass when process goes experimental, and where notions of "skill" can truly reside when turned inside out. With works involving glass, photography, writing, drawing, and video, the experimental exhibition ultimately seeks to answer the question: How can an artist break something down as thoughtfully and skillfully as it

NEED A COVID VACCINE OR TEST?

You can get both at the Shaw's Center in Brockton!

- INSIDE SHAW'S CENTER, YOU CAN GET VACCINES & BOOSTER SHOTS AT THE CLINIC RUN BY BREWSTER AMBULANCE!

**HOURS: Tue-Wed, noon to 8 pm
Thu-Sat, 7 am to 3 pm**

FOR MORE INFO. AND REGISTRATION:
www.brockton.ma.us/covid-vaccine-updates
Walk-ins welcome!

- OUTSIDE, THOSE WITHOUT SYMPTOMS CAN BE TESTED AT BNHC'S DRIVE-UP TRAILER!

**HOURS: Mon, noon to 6:45 pm;
Tue-Fri, 9 am to 4 pm. These are BY APPT. ONLY. Please register at www.bnhc.org or call 1-844-4TEST19.**

Brockton Neighborhood Health Center

was once created? This exhibit is on display at Fuller Craft Museum, 455 Oak Street in Brockton through February 20, 2022. Visit fullercraft.org to learn more.

MassHire Greater Brockton Workforce Board and Career Center Open for Job-Seeking and Business Services
MassHire GBWB and GBCC are both available for virtual AND in-person job-seeking & business services. Open from 8:30am-4:30pm, M-F. Walk-in services available, but calling ahead is recommended. Located at 34 School Street in downtown Brockton. Contact: masshiregbwb.org, (508) 584-3234. masshiregbcc.org, (508) 513-3400

OCES: Virtual "Buried in Treasure" Workshop Begins January 18th
For anyone struggling with clutter, compulsive acquiring, saving, and hoarding, Old Colony Elder Services (OCES), the non-profit agency proudly serving older adults and individuals with disabilities throughout greater Plymouth County, has announced a Virtual Buried in Treasures Workshop will begin on January 18, 2022. For Workshop information or to arrange a prescreening appointment, contact Deana Andrade at OCES, 508-584-1561 extension 232 or email dandrade@ocesma.org. For additional information visit www.ocesma.org.

Health Care Matters

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



Steward Medical Group and Good Samaritan Medical Center welcome Irina Kogan, MD, Internal Medicine.

Good Samaritan Medical Center and Steward Medical Group are pleased to announce the appointment of internal medicine physician Dr. Irina Kogan to the medical staff. Dr. Kogan is board certified by the American Board of Family Medicine.

Dr. Kogan earned her medical degree from the Rostov Medical Institute in Rostov-on Don, Russia. She completed family medicine residencies at Mt. Sinai Hospital

in Toronto, Canada and at North York General Hospital in North York, Canada. Dr. Kogan is a fellow of the Canadian College of Family Physicians.

Dr. Kogan is accepting new patients at SMG Brockton Internal Medicine, 1 Pearl Street, Suite 2200, Brockton, MA 02301, (508) 897-6053.

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 <https://www.goodsamaritanmedical.org>.

About Steward Health Care System: Steward Health Care is the largest private, tax-paying physician-led health care network in the United States. Headquartered in Dallas, Texas, Steward operates 37 hospitals in the United States and the country of Malta that regularly receive top awards for quality and safety. The company employs approximately 42,000 health care professionals. The Steward network includes multiple urgent care centers and skilled nursing facilities, substantial behavioral health services, over 7,900 beds under management, and approximately 2.2 million full risk

covered lives through the company's managed care and health insurance services.



Dr. Irina Kogan

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



SCORE: 2022's Hottest Businesses, Markets & Trends

Date & Time: January 6, 1pm (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.

Grow with Google - Digital Skills for Everyday Tasks

Date & Time: January 13, 12:00pm (virtual webinar)

Register: register.gotowebinar.com/register/9119546673050138379

Description: Join National Trainer, Bryan Caplan, as he shows you how to manage work and life tasks more effectively using Google tools. Whether you want to build a budget, create a meeting agenda or organize your priorities, these best practices will boost your productivity while working remote.

- Use templates in Google Sheets to build a personalized to-do list
- Use templates in Google Docs to create a meeting agenda

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.

SCORE - Business Bookkeeping Basics

Date & Time: January 18, 1:00pm (virtual webinar)

Register: www.score.org/live-webinars

Description: Bookkeeping is a critical element of your business's success. In this educational webinar Phyllis Johnson, owner & CEO of PKJ Consulting, will break down the bookkeeping process into simple terms so that you can begin keeping track of your numbers and move your business forward.

- Understanding what bookkeeping is
- Understanding the importance of bookkeeping for your business
- Review of bookkeeping software to use
- Making the decision to hire or manage your books yourself

SCORE - 10 Key Steps to Grow Your Solo Business

Date & Time: January 20, 1:00pm (virtual webinar)

Register: www.seedcorp.com/events

Description: Starting a business is not easy, but successfully building a business that brings in profit is even more difficult. So how can you grow your solo business into a profitable brand that will enable you to live the life you want to live? Join successful entrepreneur Ramon Ray, who has started four companies and sold two, as he shares his journey and best tips with you. Here are some topics Ramon will be covering:

- The power of FOCUS to grow
- How and why to delegate to others
- Time management - how to "get more hours" out of your power
- Why selling cheap is NOT good
- And so much more

SCORE - Getting the Most Out of a SCORE Mentorship to Help Your Business Soar

Date & Time: January 27, 1:00pm (virtual webinar)

Register: www.seedcorp.com/events

Description: Mentoring allows people to grow and improve themselves. Goals are so much more attainable with mentorship and will leave a lasting impact in your local business community. In 2020, SCORE mentors helped start 45,027 businesses, create 74,535 non-owner new jobs and 119,562 total new jobs. In celebration of National Mentor Month, Certified SCORE Mentor Suzanne McGrath will share insights into mentorship, best practices for working with and becoming a mentor, as well as discuss the challenges and successes she and mentee, Stephan Beauchene, work through together.

You'll hear about:

- Who needs a mentor and specifically how they can be helpful in starting or growing your business
- How to find the right mentor for you
- Utilizing SCORE's extensive, nationwide network of business experts to assist you in navigating different aspects of your business
- How experienced business people can become involved in mentoring others through SCORE
- How SCORE mentorship plays out in the real world of starting and growing a business (as illustrated by our client case study)

SCORE - Ask the CPA 2022 - Tax Advice for Your Small Business

Date & Time: February 3, 1:00pm (virtual webinar)

Register: www.score.org/live-webinars

Description: Tax season will be here sooner than you think! If you have tax questions, we have tax answers. Join us for this LIVE Q&A session with certified CPA and small business tax expert Micah Fraim. A whole hour dedicated to answering your tax-related questions and concerns, offering tax advice you can implement throughout the year.

Grow with Google - Make Your Website Work For You

Date & Time: February 28, 10:00am (virtual webinar)

Register: register.gotowebinar.com/register/1083786832170264590

Description: Join Bryan Caplan, Speaker for Grow with Google, for an info-packed webinar dedicated to growing your business online. In this 45-minute webinar, learners will discover how to create a search-friendly website that drives user action and supports their goals. Whether launching a new website or sprucing up an old one, this workshop will help. All attendees will want to stay after the presentation for a bonus session where Bryan will show you how to use YouTube with your website.

Grow with Google - Use YouTube to Grow Your Business

Date & Time: March 22, 2:00pm (virtual webinar)

Register: register.gotowebinar.com/register/3095010202936997132

Description: Join Grow with Google Speaker, Bryan Caplan, as he shows you how to tap into the power of YouTube. Get best practices for creating a YouTube Channel and compelling video content that promotes your products and services and drives engagement with your brand. In this workshop we'll discuss best practices for:

- Understanding different video formats
- How to setup a YouTube channel
- Making good creative, and how to target and measure the results

Column Health Opens in Downtown Brockton



Matthew Griffin, Physician Assistant and Shanice Eversley, Clinic Experience Coordinator, Column Health Brockton.



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

VALUES

- **Safety:** Maintain the highest standards of physical and emotional safety for our entire community
- **Care Coordination:** Embrace energetic collaboration across locations and team members
- **Tailored Care:** Individualized care plans to maximize each member's potential
- **Culture of Excellence:** Dedicated to advancing state-of-the-art treatment
- **Respect:** Honor the dignity of every member of our community
- **Integrity:** Committed to the highest caliber of personal ethics and responsibility
- **Technology:** Develop robust technology to support our mission and best actualize our values
- **Quality Improvement:** Integrate research and analysis at every opportunity for improved outcomes

PROGRAMS AND COMMUNITY: We offer a full suite of mental health and substance use treatment related services including psychotherapy, integrated lab testing, detoxification, and medication management. By integrating a more comprehensive range of care needed to properly treat these illnesses, we're able to provide convenience for patients seeking a full range of needed care, enable better coordination of care, and facilitate improved effectiveness of the program for our patients and staff. We recognize that success in overcoming mental illness and substance use disorders is built on many factors, especially the interaction with and support of an extended community of people, programs, and places well beyond the walls of the clinic. We also recognize that our success is based on the success of our patients and of our extended community. This alignment of goals and community sets Column Health apart from other substance use treatment models. We welcome opportunities to partner with other community businesses and organizations as we look for ways to expand the scope of benefits made available to our patients and staff.

Photos courtesy of Rich Morgan Photography



Mayor of Brockton, Robert F. Sullivan (left) presents an official citation to Column Health CEO, Colin Beatty (center) at celebratory ribbon cutting facilitated by the Metro South Chamber of Commerce, Chris Cooney (right).



(L-R) Jim McIntyre, Mario Trafficante, Colin Beatty, Column Health; Mayor Sullivan, City of Brockton; MA Senator Mike Brady; Margaret Laforest, MA Office of Business Development; State Rep Gerry Cassidy; Chris Cooney, MSCC.



Brockton business and community members, and elected/selected officials gather with Column Health team members to celebrate their grand opening in December at the new downtown location, 231 Main Street, Suite 102, Brockton.



America's Food Basket Opens on Torrey Street



Mayor of Brockton, Robert F. Sullivan presented Gonzalo Diaz (owner) and the Torrey Street America's Food Basket team with an official citation last month at their grand opening ribbon cutting ceremony, accompanied by many Brockton leaders including the Metro South Chamber of Commerce, MA State Senator Walter Timilty, MA State Senator Mike Brady, Brockton City Councillor Shirley Asack, and Brockton City Councillor-At-Large Rita Mendes.

Last month, America's Food Basket celebrated the grand opening of their new location at 21 Torrey Street in Points West Plaza in Brockton.

ABOUT AMERICA'S FOOD BASKET: America's Food Basket stores are members of America's Food Basket LLC, a Cooperative of independent grocers located in New York, Massachusetts, Connecticut, Rhode Island, Pennsylvania & Florida. At its inception in 2007, the cooperative started with just three supermarkets and has now grown to 60 stores under the banners of Ideal Food Basket & America's Food Basket. As we celebrate our 14th year anniversary, our focus remains on serving our customers and the communities we are in. We strive to be your go-to neighborhood supermarket, providing our customers and partners with a central point of service, value and experience.

America's Food Basket is a proud sponsor of Los Rancheros Unidos, Foundation Fighting Blindness & member of the National Supermarket Association. Visit www.afbasket.com/ to learn more and shop their weekly ad.

Lt. Gov Visits Brockton, Economic Development Grant



(L-R) Mayor of Brockton, Robert F. Sullivan; Lt. Gov. Karyn Polito; Chris Cooney, Metro South Chamber.

Lieutenant Governor Karyn Polito visited Brockton after receiving a \$226,000 MassWorks grant to provide design support for the reconstruction of Franklin Street, including new water and sewer infrastructure, drainage upgrades, and streetscape improvements. The full depth reconstruction of Franklin Street and the completion of New Street will support the redevelopment of the Catalytic Development Sites with a total of 80,000 square feet of land.

This is in addition to the \$2.65 million awarded to the City of Brockton last year through MassWorks. These funds will be reimbursed to the city to fund road, utility, and housing development on Garfield St. and Terminal Place.

This project will focus on mixed-use land development and improve connectivity within the neighborhood adjacent to the MBTA's Campello station – one of three commuter rail stations in town. The focal point of the development is 5 Terminal Place, which is currently a tow yard that interrupts the flow between the Campello station and the adjacent neighborhood. The new "Campello Place" will be 94 units of market-rate housing in a mixed-use building. The ground floor will include 5,000 s/f of commercial space.

Fuller Craft Museum Announces New Exec, McGough



Fuller Craft Museum Executive Director, Erin McGough



The Board of Trustees of Fuller Craft Museum is thrilled to announce its new Executive Director, Erin McGough, effective January 3, 2022. As the Executive Director of Fuller Craft Museum, Erin will work with staff and the Board of Trustees to meet the goals of the current strategic plan—advance the field, expand the audience, engage the community, and sustain resources—as well as develop the next strategic plan to launch in 2023. In addition, Erin will be charged with increasing the Museum’s visibility, attendance, growth, and community impact, as well as developing the

Board and overseeing the museum’s exhibitions, collections, and educational programs. Erin will play a key role in raising funds and increasing the donor base.

Erin joins the team at Fuller Craft Museum from the Duxbury Rural & Historical Society where she has spent nearly the last decade, more specifically the last seven plus years, as the Executive Director, where she maintained multiple historical structures and buildings, museum collections and archives, and more than 150 acres of land. She brings more than 20 years of museum experience with her and a passion to cultivate authentic experiences and deepen audience engagement. With campaigns such as "Your Are Here" and "Find YOUR Place" her drive to collaborate with the community is noteworthy. She brings with her a B.A. in Art History, Criticism and Conservation, an M.A. in Art History, Criticism and Conservation: Museum Studies, and a Certificate of Professional Fundraising.

The Fuller Craft Museum is located at 455 Oak Street, and is free to Brockton residents during all hours of operation. Visit fullercraft.org to learn more.

Improving Access to Capital for Minority-Owned Biz.



Adequate financing is essential for starting and running a business, but American entrepreneurs don’t have equal access to capital. Lack of funding opportunities has been an ongoing issue and barrier for many minority-owned

businesses, and these disparities have been especially highlighted throughout the COVID-19 pandemic.

As the U.S. continues to support its small business communities, here’s how the government can work to improve access to capital for minority-owned businesses and ensure greater equality of opportunity for all entrepreneurs.

1. America must place equity at the forefront
2. Minority entrepreneurs must develop established banking relationships
3. Chambers of Commerce must continue providing assistance and support to minority-owned small businesses
4. Minority business owners should understand their business's specific financial needs.

Watch the recorded session, read the full article, and learn more at www.uschamber.com/on-demand/diversity-and-inclusion/how-to-improve-access-to-capital-for-minority-owned-businesses?autoplay=1.

Air Date: December 15, 2021. Featured Guests: Carmen West, Senior Advisor for Access to Capital, Minority Business Development Agency, U.S. Department of Commerce, TJ Douglas, Founder and CEO, Urban Grape, Nicole A. Elam, Esq., President and CEO, National Bankers Association, Mikal Quarles, National Field Manager, Minority Entrepreneurs, Chase for Business.



SBA Community Navigator: Cape Verdean Association, Resources for Minority-Owned Businesses



Moises Rodrigues, Cape Verdean Association, Brockton City Councilor

OUTREACH TO BUSINESSES IN UNDERSERVED COMMUNITIES: The Biden-Harris Administration is committed to ensuring that the nation’s small businesses receive the support they need to access federal relief programs that can help them weather the economic downturn caused by the COVID-19 pandemic. This technical assistance is critical, as small businesses have been hit hard over the course of the last year, impacting at least 400,000 businesses. Previous rounds of economic relief last year helped millions of small businesses stay afloat and keep employees on the payroll, yet too many minority-owned businesses and mom and pops found themselves at the end of the line, while larger, well-connected businesses accessed programs right away. To better reach these small businesses, SBA is launching the Community Navigator Pilot Program that will strengthen outreach to underserved businesses by

partnering with organizations with deep roots in their communities.

WHAT ARE COMMUNITY NAVIGATORS? The Community Navigator Pilot Program is an American Rescue Plan initiative designed to reduce barriers that underrepresented and underserved entrepreneurs often face in accessing the programs they need to recover, grow, or start their businesses. The program will provide a total of \$100 million in funding to 51 organizations that will work with hundreds of local community groups to improve access to SBA and government resources for America’s entrepreneurs.

Navigators serve Socially and Economically Disadvantaged Small Businesses, Alaska Native and Indigenous, Asian American, Black and African American, Hispanic and Latinx, Middle Eastern, Native American, Native Hawaiian and Pacific Islander, North African, Tribal Communities, Rural Entrepreneurs, Entrepreneurs with Disabilities, LGBTQ Entrepreneurs, Veterans and Military Entrepreneurs (including spouses), Women Entrepreneurs, Innovative Startups, and Micro Businesses.

The selected projects will cover diverse communities across the U.S. and Puerto Rico. Grantees will serve as “hubs” -- centralized, lead organizations, which will incorporate “spokes,” organizations that have built trust in their

local communities and will be the ‘boots on the ground’ that will connect small businesses to critical resources and assistance, including:

- financial assistance and access to capital
- contracting and procurement
- marketing, operations, business development, and exporting
- industry-specific training

Brockton's Cape Verdean Association, executive director Brockton City Councilor and former mayor Moises Rodrigues, have been designated as an SBA Community Navigator. Continue reading below for a list of training workshops for vendors working with the state through the Operational Services Division (OSD) and Supplier Diversity Office (SDO)

1/26, 10AM-12PM | Connecting Your Business to the Commonwealth: Designed for vendors who are new to state procurement and interested in learning how to do business with the State. This workshop includes a summary of the State’s goods and services procurement process and related programs including: Environmentally Preferable Products (EPP) Procurement Program, Supplier Diversity Program (SDP), and Small Business Purchasing Program (SBPP). A live demonstration shows where to find bidding opportunities and other resources in COMMBUYS. Register: <https://bit.ly/32l3zoZ>

Apply for Diversity Certification as a Massachusetts-based Business: SDO Certification is a free service! The Supplier Diversity Office certifies companies as Massachusetts Minority Business Enterprises (MBE), Women Business Enterprises (WBE), Veteran Business Enterprises (VBE), and Portuguese Business Enterprises (PBE). Business owners of companies with a principal place of business in Massachusetts must attend a mandatory, two-hour pre-certification workshop before applying for certification. The certification application and instructions to create an SDO portal account will be provided via email within 1-2 days after the workshop. The pre-certification workshop provides an overview of the State certification criteria and process, the SDO portal platform and the required documents that must be submitted when applying for certification. The workshop also provides a brief introduction to COMMBUYS (the Commonwealth's procurement platform where bidding opportunities occur), the Small Business Purchasing Program, and the Supplier Diversity Program. Visit mass.gov/how-to/apply-for-diversity-certification-as-a-massachusetts-based-business to learn more.

OSHA ETS Vaccination and Testing Requirements Enforcemant to Begin on 1/10/22 and 2/9/22

On December 17, 2021, the United States Court of Appeals for the Sixth Circuit lifted a stay on enforcement of the Occupational Safety and Health Administration’s (OSHA) Emergency Temporary Standard (ETS), which was issued on November 4, 2021.

OSHA’s ETS generally requires employers with 100 or more employees to establish, implement, and enforce a mandatory COVID-19 vaccination policy. The ETS also allows an employer to establish a policy permitting employees to choose regular weekly COVID-19

testing and wear a face covering in the workplace as an alternative to vaccination. With respect to the public sector, at this moment, there has been no clear guidance on whether the ETS applies to public sector employees in Massachusetts.

On December 18, 2021, following the Sixth Circuit’s decision, OSHA announced that it will exercise its enforcement discretion, and will not issue citations to covered employers with at least 100 employees for noncompliance with any requirements of the ETS before January 10, 2022, and will

not issue citations to said employers for noncompliance with the ETS’ testing requirements before February 9, 2022, as long as the employer exercises reasonable, good faith efforts to become compliant. The idea is to provide covered employers with enough time to comply with the ETS.

General Requirements of the ETS

Under the ETS, covered employers are required to develop, implement, and enforce a COVID-19 vaccination policy. The policy may include a statement outlining the option to get vaccinated or undergo weekly testing and wear a face covering. Employers are also required to determine the vaccination status of each employee and obtain proof of vaccination, as well as maintain records and a list of each employee’s vaccination status. In addition, employers must provide employees with a reasonable time, including up to four (4) hours of paid time, to receive the primary vaccination dose or doses, in the case of a 2-dose series, as well as reasonable time and paid sick leave to recover from side effects of that dose. For employees not fully vaccinated, covered employers must ensure that they wear face coverings when indoors or when in a vehicle with another individual for work-related reasons.

Covered employers must provide each employee with information about the ETS, along with workplace policies and procedures, and vaccination efficacy, safety and benefits by disseminating the document, “Key Things to Know About COVID-19 Vaccines.” In

addition, employers must provide information as to protections against retaliation and discrimination, as well as laws that provide for criminal penalties for knowingly providing false documentation.

Covered employers are also responsible for reporting work-related COVID-19 fatalities to OSHA within eight (8) hours and work-related COVID-19 in-patient hospitalizations within twenty-four (24) hours.

Lastly, covered employers must make available to an employee their records of COVID-19 vaccination and any COVID-19 test results. Employers must also make available to an employee, or employee representative, the total number of fully vaccinated employees at a workplace and the total number of employees at the workplace.

As for testing, covered employers need to ensure that employees not fully vaccinated are tested for COVID-19 at least once a week if working in the workplace. For employees who are away from the workplace for one week or more, they must be tested within seven (7) days before returning to work. Employers must also require that employees provide prompt notice of a positive COVID-19 test or diagnosis. Upon knowing of the employee’s positive COVID-19 test or diagnosis, employers must remove said employee from the workplace. For more information, here is OSHA’s recent statement on ETS and testing requirements: OSHA New Statement on ETS Enforcement.

WELCOME NEW MEMBERS!

Reinvesting in Our Community

America's Food Basket

Gonzalo Diaz
21 Torrey Street
Brockton, MA 02301
(508) 510-4963
afbasket.com
Grocers/Deli

Heidi's Hollow Farm

Candace Reich
176 Liberty Street
Hanson, MA 02341
(443) 566-0046
heidishollow.com
Ice Cream

Azizia Tru

Visolela James
(774) 498-0333
Randolph, MA 02368
contactazizia@aziziatru.com
aziziatru.com
Spa

J Studios Salon

Jeanie Smith
Canton, MA 02021
(781) 571-8139
jeanie@jstudiossalon.com
Salon

EOMS Recycling

Andy Marhoffer
318 Manley Street, Unit #7
West Bridgewater, MA 02379
(508) 587-9686
eomsrecycling.com
Recycling

Verdant Consulting

Allessandria Polizzi
Sharon, MA 02067
(469) 401-5891
verdantconsulting.net
Business Consulting Services

For membership, contact: Marcy Venezia

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

RENEWING Members

Thank you!

Affordable Closet Systems
Alternative Compassion Services
An Improved You
B.E. Peterson, Inc.
Boys and Girls Club of Brockton, Inc.
Bridgewater Trophy
Busy Bee Jumpers & Tents
Computer Sports Medicine, Inc.
Energy Conservation, Inc.
EOMS Recycling
Frenette & Associates, P.C.
Fuller Craft Museum
G & S Cleaning Service, Inc.
GleeWorks Holistic Coaching
Grant's Rental
HarborOne Bank
Hart Design DBA Edible South
Shore & South Coast
Health Imperatives, Inc.

Home Health Resources, Inc.
Independence Insurance Agency
J. Frank Conley, Inc.
Kent, Parker & Associates, Inc.
Massasoit Community College
MassDevelopment
McCaul Land Title Company
North Easton Savings Bank
Old Colony YMCA
Pierce Refrigeration, Inc.
Rockland Ice Rink
Rockland Trust Company
Romm Diamonds
Simpson Spring Company
Texas Roadhouse
Thorny Lea Golf Club
Unified Family and Youth Network, Inc.
William M. Callahan Realty Group/
Keller Williams Realty

Affordable, Flexible Health Coverage for Small Biz



Employers' Experience with Health Connector for Business

Groups shopping through the Health Connector for Business receive greater cost savings and flexibility through these benefits:

FLEXIBLE CHOICES

EMPLOYEE CHOICE MODELS

Through our flexible employee choice models employers can allow employees to shop for different plans that fit their needs, all while keeping employer costs constant.

REBATES

CONNECTWELL

Employers with 3-25 enrolled employees will be eligible for a 15% rebate on the employer's premium contributions if 33% of employees complete one of 30+ approved wellness activities.

TAX CREDITS

SMALL BUSINESS HEALTH CARE TAX CREDIT

Only businesses that shop through state marketplaces can be eligible for the Small Business Health Care Tax Credit.

NO FEES

NO FEES ON MEMBERSHIP DUES

The Health Connector for Business allows for you to shop for coverage options and enroll in coverage without any fees or dues.

HEALTH CONNECTOR for Business

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The Massachusetts Health Connector is here in support of small businesses and employees to make sure you know about the affordable and cost-saving health insurance options available through www.MAhealthconnector.org/business.

This information session focuses on health insurance options available to small businesses and their employees through Health Connector for Business. A review of options available for individuals and families who are not eligible for coverage through their small employer is also included.

The agenda includes:

- Coverage options for small employers
 - Flexible Employee Choice models
 - Exclusive cost-saving benefits such as the ConnectWell rebate program and the Small Business Tax Credit
 - Health insurance options for individuals and families not eligible for small group coverage
- Visit bit.ly/34i3AjX to view the recorded session. The slidedeck is also available at files.constantcontact.com/969219b8001/61411af4-586e-4d68-a1fe-796f7b812a7e.pdf

Energy-Efficient Opportunities for Businesses

Take advantage of energy-efficiency equipment from National Grid. Regardless of what type of business you run, this program can help you reduce your monthly energy costs—while improving ambiance, safety and customer and employee satisfaction. The best part: all the money you save can be invested right back into your business. Whether you own or rent your building, you could receive incentives up to 70% or greater in some areas for: indoor/outdoor lighting upgrades, lighting occupancy sensors, walk-in cooler efficiency measures, and custom projects. Visit ngrid.com/3FTa1HY to learn more.

Passing of Bob Tufts, Long Time Chamber Ambassador



Robert Kenneth Tufts

Robert Kenneth Tufts, 81, of Easton passed away after a brief illness on November 10, 2021, at the Good Samaritan Medical Center in Brockton surrounded by his family. Robert lived 49 years after his first open heart bypass surgery which was a new procedure at the time it was performed. Robert was the son of Kenneth Nelson Tufts and Marion "Arlene" (Williams) Tufts both of Easton. He was the brother of the late Thomas E. Tufts and his wife Susan of Woodbridge VA, and Beverly A. Masaitis and her late husband David of Taunton. Due to the early death of his father, Bob worked to help support the family starting at age 13. He would recall his days working at Howard Johnsons, delivering the Enterprise, and many other jobs. While attending Oliver High School (1958) he was musically inclined, his nickname was "Bobby Bassoon." During high school, he earned a scholarship to study with the first Bassoonist of the Boston Symphony Orchestra, was selected to play for the All-State Orchestra, and served as a student conductor for the OA band. He also enjoyed performing with his childhood friends in the Pickle Barrel Five where his instrument of choice was the washboard, on occasion he would also play the saxophone. During the last 10 years, he took up playing his Mother's Hammond organ and was actively playing and taking lessons up until the end of his life.

Bob started his professional career as an office clerk at BrockGas, he learned many lessons there and always mentioned how much he learned about the propane business from the owner, John Inella. The company morphed into Brockton Taunton gas and finally as Bay State Propane before his retirement in 1995. He worked on many projects over the years including permitting for the two LNG tanks in Dorchester MA. A master gas fitter, he also served as Easton's first gas inspector. Bob was active in many organizations, several after his retirement. He was President of both the Easton Rotary Club and later the Brockton Rotary Club. He received Rotary's highest award as A Paul Harris Fellow, not once but twice. Past president and current trustee of Unity Church in North Easton, Trustee of The Easton Community Corporation, Past President/Treasurer and current trustee of the Village Cemetery, ambassador for the Metro South Chamber of Commerce, Board of Directors of the Girl Scouts of Eastern Massachusetts, and various boards and committees with the Propane Gas Association of New England. In his retirement, he drove an ice cream truck and loved seeing all the children on his route. He later sold promotional projects for S.E.T. associates.

Bob liked going to the car races at Seekonk Speedway, watching the boats coming in and out of the water at the Plymouth Harbor boat ramp. Most of all he enjoyed his family. He looked forward to visits from his grandchildren and great grandchildren on a regular basis. Playing cribbage, especially with his brother Tom. He also enjoyed camping over the years. Most people remember his humor and his ability to be the life of the party. Bob was proactive on household maintenance and enjoyed perfecting his lawn.

Robert leaves his High School sweetheart and wife of 60 years Shirley E. (Weir) Tufts. They lived in the house they built by hand with the help of family in 1961. Sons Stephen R. Tufts and his wife Debbie of Easton, and Jeffrey L. Tufts and his wife Paula of West Wareham. A daughter Kelly H.S. (Tufts) Victoria and her husband Jose of West Bridgewater. Nine Grandchildren: Jennifer Stevens and her husband Christopher, Heather Baker and her husband Andrew, Samantha Tufts, All of Easton. Thomas Tufts of Detroit MI. Timothy Tufts of Seattle WA. Jessica & Carla Buckley of West Wareham. Samuel & Nathaniel Victoria of West Bridgewater. Great grandchildren Carter, Oliver, Camden, and Logan.

Donations can be made in Roberts name to American Heart Association, 300 5th Ave, Suite 6, Waltham, MA 02451 or heart.org

Mi Niña Chip Plant Opens, Made in Brockton!



(L-R) Chris Cooney, Metro South Chamber of Commerce; Chef and Owner, Jamie Mammano, Mi Niña Tortilla Chips; Mayor of Brockton, Robert F. Sullivan; and Margaret Laforest, Massachusetts Office of Business Development.



1020 West Chestnut Street in Brockton



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. Visit mininatortilla.com to learn more and find where to shop near you!



Passing of Calvin Bourne, Business Leader



Calvin F. Bourne

South Easton, Wareham and Naples, FL - Calvin F. Bourne, age 70, of South Easton, Wareham and Naples, FL, died peacefully at his home in Wareham, surrounded by his family on December 4, 2021. He was the loving husband of Deborah A. (Naujalis) Bourne. Born and raised in Brockton, he was the son of the late Basil and Dorothy (Loud) Bourne.

He was a graduate of Brockton High School and attended Massasoit Community College and Bentley College. For over 35 years, Calvin owned and operated Bourne Car Rental, Bourne Limousine and Bourne Towing.

Calvin was a humble man, always ready to help others. For over 40 years he was a member of The Rotary Club of Brockton and a Paul Harris Fellow. He was a Corporator for Community Bank, Trustee for Caritas Good Samaritan Medical Center, Board of Director for Steward Good Samaritan Medical Center, and a longtime member of the Stonehill College Presidents Board.

He was an avid golfer and a former member of Easton Country Club and Imperial Country Club of Naples, FL. For over 30 years he ran the Basil Bourne Memorial Golf Outing. Calvin also enjoyed the beach, boating, fishing, and time in Naples, FL.

In addition to his wife of nearly 50 years, Calvin is survived by his children Jason Bourne and his wife Kerry of North Easton and daughter Jacqueline Bourne of South Easton as well as grandchildren Colin, Cameron, Hailey and Owen. He was the brother of Robert Bourne and his wife Maureen and the late Nancy Kovatis and her husband William.

Donations may be made in Calvin's name to the Lewy Body Dementia Association, 912 Killian Hill Rd. SW, Lilburn, GA 30047 or www.LBDA.org. For condolences visit www.conleyfuneralhome.com or on Facebook at Conley Funeral & Cremation Service.

Federal, State & Regional COVID-19 Resources

METRO SOUTH
Regional Economic Development Organization

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

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

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

Massachusetts Office of Business Development (MOBD)
Contact: Margaret Laforest
617-939-3097
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.

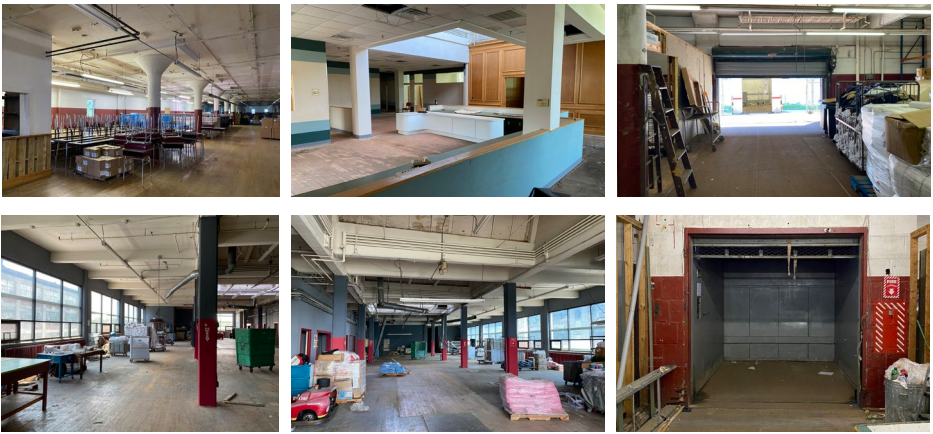
To learn more about business assistance resources in English and Portuguese contact Theresa Lobo-Albin at finance@metrosouthchamber.com or call (508) 586-0500 x 230. To learn more about the Business Assistance Center (BAC) and available business resources, visit www.metroouthchamber.com/resources/business-assistance.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

Real Estate Spotlight: 125 Perkins Ave, Brockton



59,070 SF flex warehouse facility, in Brockton, Massachusetts. The Property benefits from walking access to the Campello MBTA commuter rail stop and is less than 10 minutes from Route 24 providing both ease of access via train or car. The building offers 2 loading docks and is on a 1.43-acre parcel. The opportunity is presented at a time when the Boston industrial market has never been hotter. Rapidly accelerating e-commerce trends have placed a historic premium on small-scale ware house and distribution space critical to last mile distribution users who desperately need highway access and relative proximity to the Greater Boston market. Rents across the region have increased 20% year-over-year and there is extremely limited vacancy. Located south of Boston with great access, this asset is positioned to capture the best of the market momentum associated with this product sector.

To learn more, visit loopnet.com/Listing/125-Perkins-Ave-Brockton-MA/24055017, contact Lenny Pierce / David Coffman (617) 531-4120.



Real Estate Spotlight: 15 Plymouth Drive, Easton



3,500 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, contact Jim Berish at (508) 586-9000 to learn more.



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: COVID EIDL Is No Longer Accepting New Applications But Will Continue To Accept Requests For Increases, Reconsideration, and Appeals

As of January 1, 2022, we are not able to accept applications for new COVID EIDL loans or advances. Visit www.sba.gov/funding-programs for more information on alternative borrowing and funding options.

The U.S. Small Business Administration (SBA) will accept and review reconsideration and appeal requests for COVID EIDL applications received on or before December 31 if the reconsideration/appeal is received within the timeframes in the regulation. This means six months from the date of decline for reconsiderations and 30 days from the date of reconsideration decline for appeals – unless funding is no longer available.

Borrowers can request increases up to their maximum eligible loan amount for up to two years after their loan origination date, or until the funds are exhausted, whichever is soonest. SBA continues to offer other funding options for small businesses including traditional SBA loans.

LOANS FOR BORROWERS:

- 7(a) loans: a group of SBA loans which guarantee portions of the total amount, cap interest rates, and limited fees.
- 504 loans: long-term, fixed-rate financing to purchase or repair real estate, equipment, machinery or other assets.
- Microloans: our smallest loan program, providing \$50,000 or less to help businesses start up and expand.

BENEFITS OF SBA-GUARANTEED LOANS:

- Competitive terms: SBA-guaranteed loans generally have rates and fees that are comparable to non-guaranteed loans.
- Counseling and education: some loans come with continued support to help you start and run your business.
- Unique benefits: lower down payments, flexible overhead requirements, and no collateral needed for some loans.

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...

January 6: 2022's Hottest Businesses, Markets & Trends

January 13: Building a Hybrid Cloud for Your Growing Business

January 18: Business Bookkeeping Basics

January 20: 10 Key Steps to Grow Your Solo Business

January 27: Getting the Most Out of a SCORE Mentorship to Help Your Business Soar

February 3: Ask the CPA 2022 - Tax Advice for Your Small Business



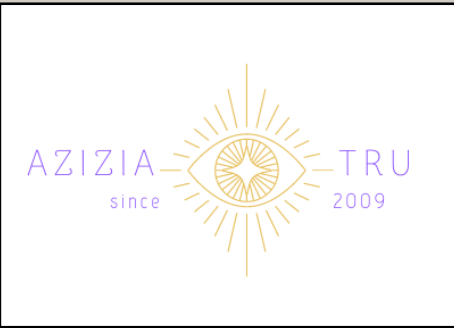
America's Food Basket



21 Torrey Street, Brockton • (508) 510-4963
www.afbasket.com

America's Food Basket stores are members of America's Food Basket LLC, a Cooperative of independent grocers located in New York, Massachusetts, Connecticut, Rhode Island, Pennsylvania & Florida. At its inception in 2007, the cooperative started with just three supermarkets and has now grown to 60 stores. As we celebrate our 14th year anniversary, our focus remains on serving our customers and the communities we are in. We strive to be your go-to neighborhood supermarket, providing our customers and partners with a central point of service, value and experience.

Azizia Tru



Canton • (774) 498-0333
www.aziziatru.com

The Ultimate Natural Healing Life Style With Crystals- Plants- Aromatherapy & Meditation. I'm Azizia, a skilled licensed massage therapist & level 3 Reiki crystal healer & teacher. For 15 years I've helped thousands, including myself. Overcome stress & pain, by utilizing crystals, tranquility, joy & peace into my work as a massage therapist. My mission is for all mankind to live a higher quality life!

EOMS Recycling



P.O. Box 3608, Brockton • (508) 587-9686
www.eomsrecycling.com

E.O.M.S. Recycling, Inc. (Environmental Operations Management Services) is a family-run, locally owned and operated, full-service recycling and waste removal company servicing Greater Boston, the North and South Shores, Metro West, Southeastern Massachusetts, Cape Cod and Rhode Island. Specializing in cardboard recycling, paper recycling, single stream recycling, waste removal, paper shredding, organic recycling, trash services, roll off containers, dumpsters, solid waste / trash removal, compactors, food composting, & more!

Join the Chamber!

YOUR BUSINESS PROFILE HERE...
...When You Join the Chamber.
Call us at (508) 586-0500,
info@metrosouthchamber.com

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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

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The Metro South region offers the best of all worlds; cultural and corporate advantages, natural beauty, and the serenity of historic New England.

The region features **top notch education**, including three institutes of higher education, **exceptional health care** facilities, including four major hospitals. **Rich in culture**, the region is also home to symphonies, a craft museum, children's museum, and various historic museums. It also contains many **recreational activities**, including baseball outings, golfing and many parks and lakes for walking, biking, and fishing. With over 500 hotel rooms, the Metro South region is a **great place to stay** and competitive housing costs offer affordable and varied living opportunities.

Whether for Business or Pleasure, The Metro South region provides exceptional value in the heart of Eastern Massachusetts, centrally located between Boston, Providence, Plymouth and Cape Cod. *Ride the rail to Boston in only 35 minutes!* Call 508.586.0500 for your free map.

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

BUSINESS EVENTS *Planner*

<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>Thursday, Jan. 13</p> <p>"Digital Skills for Everyday Tasks" 12:00PM Virtual Webinar offered by Grow with Google</p> <p>Join National Trainer, Bryan Caplan, as he shows you how to manage work and life tasks more effectively using Google tools. Whether you want to build a budget, create a meeting agenda or organize your priorities, these best practices will boost your productivity while working remote.</p> <p>Register: register.gotowebinar.com/register/9119546673050138379</p>	<p>Friday, Jan. 14</p> <p>COVID-19 Economic Recovery Call Update 2:00PM Virtual Meeting via Zoom</p> <p>Topics covered include city, state, and national resources to help you, your business, and your community respond to COVID-19.</p> <p>Questions? Contact Cathryn Schofield at CSchofield@metrosouthchamber.com</p>	<p>Thursday, Jan. 20</p> <p>"Cybersecurity Fundamentals for Business Owners" 10:00AM Virtual Webinar offered by SEED Corp.</p> <p>Taking active steps to protect your business and business assets against cyber threats is crucial to operating a successful company. Participants will learn about assessing risks and threats, tactics used by hackers, and how to prevent and defend against cyber attacks.</p> <p>Register: https://seedcorp.com/events</p>
<p>Wednesday, Jan. 26</p> <p>"Connecting Your Business to the Commonwealth" 10:00AM Virtual Webinar offered by OSD</p> <p>Designed for vendors who are new to state procurement and interested in learning how to do business with the State. This workshop includes a summary of the State's goods and services procurement process and related programs including: EPP, SDP, and SBPP.</p> <p>Register: https://bit.ly/3213zoZ</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>	<p>Wednesday, Feb. 02</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>