



Actionreport



February
2022

www.metrosouthchamber.com

Leading Businesses Leading Communities



Chamber Mission

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



Kenn Turner, MA Life Sciences Center & Vinny deMacedo, BSU • Page 7



Emily Keys Innes
Innes Associates Ltd.
Page 7



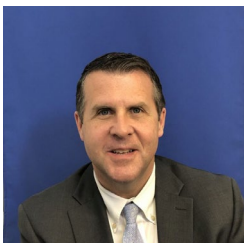
Jeni Mather
JM Pet Resort
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Good Day Metro South to feature Mayor Sullivan, Priorities for New Year

Friday, February 18 | 11:45 AM - 1:30 PM | Thorny Lea Golf Club | 159 Torrey Street, Brockton



Robert F. Sullivan, Mayor of Brockton



Susan Whitaker and Margaret Laforest
Regional Directors, MOBD



U.S. Small Business Administration



Sponsor

Please join us on **Friday, February 18th** for a **Good Day Metro South** luncheon hosted by **Thorny Lea Golf Club** from **11:45 am – 1:30 pm**. The guest speaker for this event is City of Brockton, Mayor Robert Sullivan.

In addition, Massachusetts Office of Business Development (MOBD) representatives, Margaret Laforest and Susan Whitaker are anticipated to participate and provide updates on various state business initiatives.

COVID protections and safety protocols are required. Masks when not eating will be required, social distance spacing will be in effect and total number of in-person attendees are limited. So, show your support of the Mayor and the Metro South Chamber of Commerce and register today! (Tables of six, maximum)

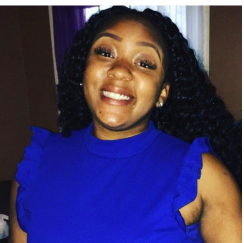
Pre-registration is required, visit metrosouthchamber.com/events to sign up. Contact Cathryn at CSchofield@metrosouthchamber.com or call (508) 586-0500 x 231.

SBA Leader at Multicultural Women & Minority Owned Business Forum

Thursday, March 3 | 5:00 PM - 7:30 PM | Thorny Lea Golf Club | 159 Torrey Street, Brockton



U.S. Small Business Administration



Shaleah Gilmer
Black Owned Brockton



Ed Cabellon
Brockton Beer Company



Gonzalo Diaz
America's Food Basket



Mike Vlachich
Small Business Administration



Rich Spencer, CPA, CEO
North Easton Savings Bank

You are cordially invited to join the Metro South Chamber of Commerce for the **7th Annual Multicultural Women & Minority Owned Business Forum** on **Thursday, March 3, from 5pm - 7:30pm** at Thorny Lea Golf Club in Brockton. This event is sponsored by North Easton Savings Bank.

This event is a great opportunity for potential and existing entrepreneurs to learn about helpful resources, network with local businesses, and hear from entrepreneurs who have successful businesses. Hear from a panel of local businesses as they share their success stories. Learn how they used their backgrounds to develop new ideas, leverage regional resources, and tap into new markets. This event is complimentary to attend and open to the community.

Our panel of speakers include Shaleah Gilmer, Black Owned Brockton; Ed Cabellon, Brockton Beer Company; Gonzalo Diaz, America's Food Basket; Mike Vlachich, U.S. Small Business Administration, Margaret Laforest & Susan Whitaker, Massachusetts Office of Business Development (MOBD), and more.

Register online at metrosouthchamber.com/calendar-registration. Contact Cathryn with questions, CSchofield@metrosouthchamber.com or call (508) 586-0500 x231. *Read on for more info on our panel of speakers, page 2.*

Life Sciences Land Use, Lovett Brook in Brockton

Lovett Brook Land Use Plan

DRAFT November 2021

City of Brockton • Brockton Redevelopment Authority • MassDevelopment

Issue Associates • Tighe & Bond • B&B Associates



The Lovett Brook area is located at the intersection of Routes 24 and 27 in northwest Brockton. The site is anchored by the Good Samaritan Medical Center and includes the headquarters of Harbor One Bank and the Original Tommy Doyle's Pub and Grill. Lovett Brook bisects the site, which contains a broad mix of office, retail, residential, and auto-oriented uses. Oak Street and North Pearl Street are lined with active businesses, although one is located directly over the brook. However, the interior of the site on the west side contains a single house, a small strip mall, and the concrete pad and parking lot of a former movie theater (closed in 1999, demolished in 2015).

This site is underutilized relative to its geographic position, but it has the potential to become a vibrant mixed-use district that supports manufacturing related to life sciences, continued use by the GSMC and Harbor One, additional multifamily to support Brockton's housing needs, and amenities for public open space, restaurant, and retail that will attract employers, employees, and residents, both current and future.

Findings were recently presented at a Chamber board meeting featuring Rob May, Brockton City Planner, and also at a Chamber event, see page 7.

The MSCC commissioned Hodge Economic Consulting in 2018, to perform a Market Analysis of Exit 18 Development and Life Science Industry Options in Brockton.

Visit metrosouthchamber.com/resources/studies to view both studies and learn more.



Multicultural Women & Minority Owned Business Forum, March 3. FREE EXPO!

Thursday, March 3 | 5:00 PM - 7:30 PM | Thorny Lea Golf Club | 159 Torrey Street, Brockton



5:00pm - Business Resource Expo & Networking
Learn about resources available to help start and grow your business. Experts will assist you on a variety of topics ranging from financing, developing a business plan, marketing your business, and winning government contracts. *The expo is FREE to participate, but it will sell out. Space is limited; contact Cathryn to register today. Email CSchofield@metrosouthchamber.com or call (508) 586-0500 x 231.*

5:30pm - Woman & Minority Owned Business Panel
Hear from a panel of local businesses as they share their success stories. Learn how they used their backgrounds to develop new ideas, leverage regional resources, and tap into new markets

6:15pm - Business Reception Networking
Meet new potential clients during this Business After Hours event. Enjoy food and drink while browsing the expo and networking with members of the Metro South community.

About the speakers:



Shaleah Gilmer, Black Owned Brockton, Co-Founder

Shaleah Gilmer, Black Owned Brockton. "Born & raised in Brockton, post High School I explored different industries in the Greater Boston Area such as Wealth Management primarily serving high-net-worth individuals. Being a contrarian was rewarding, however the power & passion I had to be in my community were not aligned. My current role as Youth Career Counselor allows me to pay it forward to the younger generation. My personal & professional development stemmed from being a participant of the Youthworks Program growing up so being able to provide the same service is always inspiring." Learn more about Black Owned Brockton at www.blackownedbrockton.com



Ed Cabellon, Brockton Beer Company Co-Founder

Ed Cabellon, Brockton Beer Company. "For over 25 years, I have worked in Higher Education as an executive, senior administrator, and professor primarily at Massachusetts private and state institutions. Throughout my career, I have built an international reputation as a creative and collaborative servant leader, who has positively impacted students, faculty, and staff as an educator, change agent, and subject matter expert in digital technology. Currently, I serve as Vice President of Enrollment Management at Curry College in Milton, MA with an outstanding team.



Expertise: I lead teams responsible for the successful recruitment, retention, and graduation of diverse college students at two- and four-year institutions through collaboration, organizational change, and data.

Research: I have researched and published on the role digital technology and communication tools play in engaging college students, staff, and faculty, facilitating change throughout higher education, and creating efficiencies in administrative processes.

Teaching: I have taught graduate courses on Student Affairs Administration and Digital Technology in Higher Education, and undergraduate courses in Management and Marketing through engaging in-person, hybrid, and online modalities.

Consulting & Speaking: Since 2007, I have delivered over 75 invited keynotes and presentations on digital technology, navigating campus politics, and facilitating student-centered change for colleges, universities, non-profits, and professional associations across the United States and Canada for thousands of professionals and students.

Interests: I am an avid runner, completing eighteen half marathons and three marathons, including the 2016 Marine Corps Marathon, and the 2017 and 2018 Boston Marathons. I also have served my community by being a youth soccer coach, actively fundraising for various causes, and serving on three different Boards of Directors, including being Chair of the Board at BAMSI.

Finally, I am co-founder and co-owner of Brockton Beer Company, the first brewpub in Brockton, MA, scheduled to open in early 2022. I am a proud first-generation, Filipino-American college graduate and professional." Visit www.brocktonbeer.com to learn more.



Gonzalo Diaz, America's Food Basket in Brockton



Gonzalo Diaz, 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.

With remarks by Mike Vlach, Regional Administrator, U.S. Small Business Administration. Mike will highlight the newly established Community Navigator Pilot Grant Program, recently awarded to the Cape Verdean Association of Brockton.



Mike Vlach, Regional Administrator, U.S. SBA

"As Region I Administrator, Mike Vlach oversees SBA programs, offices, and operations in the SBA's New England region, serving Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont.

Mr. Vlach is a respected New Hampshire public servant with extensive economic development, policy, and constituent service experience at the nonprofit, state, and federal government levels. He is currently serving as a Senior Advisor to U.S. Senator Jeanne Shaheen, and over the years has served in other leadership roles in her U.S. Senate and Governor's offices. He previously served as President and CEO of the New Hampshire College and University Council, State Director for U.S. Senator Maggie Hassan, Director of the New Hampshire Division of Economic Development, and Deputy Chief of Staff to New Hampshire Governor John Lynch. **Mr. Vlach is a first-generation American and the first in his family to attend college, graduating from the University of New Hampshire in 1995.** Visit www.sba.gov to learn more.



Rich Spencer, CPA, North Easton Savings Bank CEO

Premier Sponsor: North Easton Savings Bank. "To Start It, Grow It and Protect It, That's My Bank." "North Easton Savings Bank is the always-here-for-you financial resource who plays an important role in how you grow. And with convenient locations across Southeastern Massachusetts, you can expect even more convenience and innovative services." Visit www.northeastonsavingsbank.com to learn more.

BOARD OF DIRECTORS

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Christopher Cooney, CCE, MPA
Metro South Chamber of Commerce

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Bridgewater State University

CHAMBER STAFF

Christopher Cooney, CCE, IOM, MPA
President and CEO x 223

Emma Stratton
Director of Communications x 222

Cathryn Schofield
Programs & Events Coordinator x 231

Newsletter Written & Designed by Emma Stratton.
Printing Provided by The Enterprise.



ACCREDITED
CHAMBER OF COMMERCE

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

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fax: (508) 587-1340
info@metrosouthchamber.com
www.metroouthchamber.com

DIRECTORS

Paul Anghinetti - *Bank of America*

Carol Chin - *McDonald's Franchisee*

Michele Cinquegrano - *Verizon*

Todd Copeland - *Copeland Auto Group*

Donald Donnalson - *Beantown Builders, Inc.*

Nelson Fernandes - *JJ's Caffè*

Rick Fisher - *Bluestone Bank*

Matthew Hesketh - *Good Samaritan Medical Center - Steward Health Care*

Chuck Jones - *Harbor Health*

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*

(508) 586-0500 Front Desk x 221

Marcy Venezia, Nightingale Group LLC
Membership Sales x 229

Theresa Lobo-Albin
Finance x 230

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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.

Calendar
Sponsor:



February

02	Ambassador Meeting <i>Zoom Virtual Meeting</i>	9:00 am
02	"Business Development & Strategic Planning Mastermind <i>20 week virtual workshop, offered by GleeWorks</i>	12:00 pm
14	MSCC's 109th Birthday!	All Day
18	Good Day Metro South <i>Thorny Lea Golf Club, 159 Torrey Street, Brockton</i>	11:45 am
21	President's Day: Chamber Closed	All Day
24	Multi-Chamber Mega Networking <i>Virtual networking via ZOOM</i>	5:00 pm
28	"Make Your Website Work For You" <i>Virtual workshop offered by Grow with Google</i>	10:00 am

March

03	7th Annual Multicultural Business Forum & Expo / Business After Hours <i>Thorny Lea Golf Club, 159 Torrey Street, Brockton</i>	5:00 pm
08	Executive Board Meeting <i>Zoom Virtual Meeting</i>	3:00 pm
15	"Business Fundamentals" <i>Basic Entrepreneurial virtual workshop, offered by SEED Corp.</i>	10:00 am
17	"Understanding Business Financials" <i>Basic Entrepreneurial virtual workshop, offered by SEED Corp.</i>	10:00 am
22	"Use YouTube to Grow Your Business" <i>Virtual workshop offered by Grow with Google</i>	2:00 pm
30	Board of Directors Meeting <i>Zoom Virtual Meeting</i>	12:30 pm





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
- Feb. 7 & 10 - Basics of Starting Your Business
 - Feb. 15-17 - QuickBooks for Beginners (Desktop)
 - Feb. 16 - Começando um negocio - O que voce precisa saber
 - Feb. 17 - Tech Talk with Rob @ MSBDC
 - Feb. 22 - How to Open a Business in Massachusetts Legally

Exclusive Staples Discounts for Chamber Members
Members of the Metro South Chamber of Commerce have access

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

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: Melissa Stern, The Talking Cure



This multimedia exhibition by New York artist Melissa Stern combines the visual, literary, and performance arts and a spirited cast of characters formed from clay. Taking its name from Sigmund Freud's original description of psychoanalysis, The Talking Cure centers Stern's twelve ceramic sculptures, each one born from her own imagination. To bring them to life, the artist invited twelve writers to create inner monologues for each of the characters and twelve actors to perform them for audio recordings. Viewers are encouraged to scan QR codes to listen to the audio performances in order to inhabit the artists' minds and become part of the characters' worlds. Be sure to bring a pair of headphones with you to the

COVID TESTING IN BROCKTON

Here are three free & easy ways to do it!

1. Massasoit Community College drive-up site

Open to anyone in the region who is asymptomatic.

The private company Transformative Care operates the state site at Massasoit College, 1 Massasoit Blvd., Brockton. Hours are:

Mon., Wed. and Fri.: 7 to 11 am
Tue., Thu. and Sat.: 2 to 7 pm

Must register at: <https://tinyurl.com/transformativehealthcare>

2. Shaw's Center trailer walk-up site

Open to anyone in the region who is asymptomatic.

Transformative Care also operates the state testing trailer at 1 Feinberg Way, Brockton. Hours are:

Mon.: noon to 5 p.m. / Tue.-Fri.: 11 am to 4 pm.

Must register at: <https://tinyurl.com/transformativehealthcare>

3. BNHC's testing trailers (for patients only)

For BNHC patients only. Please register first.

We have 2 testing trailers at 63 Main St. One is for those with symptoms. Hours are:

Mon.-Fri, 9 am to 4:30 pm; Sat. 9 am to 2:30 pm

One is for those who were exposed. Hours are:

Mon.: 9:30 am to 2:15 pm; Tue.: 9:30 am to 3:30 pm
Thu.: 1 to 3 pm. Register at: www.bnhc.org

For more info. on tests, visit <https://www.mass.gov/covid-19-testing>

Health Care Matters

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



John Haskoor, MD, Orthopedic Surgeon, Welcoming New Patients at SMG Orthopedic and Sports Medicine Center

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

Dr. Haskoor earned his medical degree from NYU Grossman School of Medicine in New York City. He completed a residency in orthopedic surgery at the University

of Massachusetts Medical School in Worcester, and a fellowship focusing on shoulder and elbow at The John Hopkins Hospital in Baltimore, Maryland.

Dr. Haskoor's clinical interests include shoulder arthritis, arthroscopic shoulder surgery, shoulder replacement, rotator cuff disorders, shoulder instability, labrum tears, complex shoulder surgery, elbow and upper extremity surgery, orthopedic trauma surgery, fracture care, and hip and knee replacement. Dr. Haskoor is accepting new patients at Steward Medical Group Orthopedic and Sports Medicine Center, 3 Washington Street, Suite 200, North Easton MA, (508) 205-9630.

About Good Samaritan Medical Center: Good Samaritan Medical Center is an acute-care, 267-bed hospital providing comprehensive inpatient,

outpatient, and Level III Trauma emergency services to Brockton and 22 neighboring communities. The hospital offers Centers of Excellence care in orthopedics, oncology, and cardiology, specialized care in surgery, family-centered obstetrics with Level II nursery, and advanced diagnostic imaging. Good Samaritan Medical Center has the Gold Seal of Approval from the Joint Commission on Accreditation of Health Care Organizations. Good Samaritan Medical Center is part of Steward Health Care System. To learn more visit <https://www.goodsamaritanmedical.org>.

About Steward Health Care System: As the country's largest physician-led, tax paying, integrated health care system, our doctors can be certain that we share their interests and those of their patients. Together we are on a mission

to revolutionize the way health care is delivered - creating healthier lives, thriving communities and a better world.



John Haskoor, MD
Orthopedic Surgeon

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



GleeWorks Holistic Coaching- Business Development & Strategic Planning Mastermind
Date & Time: Starts February 2, 12:00pm -

1:30pm, meets biweekly (virtual)

Register: <https://bit.ly/342sggp>

Description: 20 Weeks of Practical Strategic Planning and action focused coaching. Get the kick in the pants, the guidance and expertise you need to set and reach your goals.... this year. Make Growing Your Business a Priority! Commit to 20 weeks of business development for your business and exceed your goals. Make the commitment and see the results. Just \$600 for incredible value!

Business success depends on making great decisions, anticipating demands and manage challenges. Work with colleagues and experts weekly to make strategic decisions, find resources, and prioritize next steps. Results:

- Working Practical Strategic Plan
- Action and Implication Plan
- Team support and accountability

Topics based on needs of group with guest speakers:

- Practical Strategic Planning exercises
- Marketing and Social Media Marketing
- Vision to Reality - 5 steps to make your vision a reality
- Setting realistic goals that advance your business
- Big Picture - Creating a plan & setting goals
- Proof of Concept – Bare Bones test
- Cash is King, cash conservation and bootstrapping
- Website and Branding tools, tips and resources.
- Creating unforgettable Customer experience
- Funding and finance
- Local resources

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.

SCORE - Small Business Resilience - How to Sharpen Your Focus and Decrease Stress

Date & Time: February 8, 1:00pm (virtual webinar)

Register: www.score.org/live-webinars

Description: Join this live webinar and bring your own chocolate! Every business owner will go through hard times, and staying resilient can be the difference between the businesses that succeed and the businesses that don't. In this webinar, Founder & CEO of MYRetreat Inc., Melissa Mueller-Douglas, will demonstrate how you can improve your resilience and sharpen your focus with an experiential learning technique called mindful eating. Not only will you have an excuse to eat chocolate, but you will also learn:

- How being mindful can make you feel less fatigue
- How to improve your resilience
- Ways you can decrease stress
- Four tools to sharpen your focus

SCORE - The 7 Secrets to Mastering Your Sales Pitch

Date & Time: February 10, 1:00pm (virtual webinar)

Register: www.score.org/live-webinars

Description: Studies show that most sales communication fails to perform in the first meeting, but even worse, it absolutely collapses when your audience

tries to “re-tell” your message to other key decision makers in the vital “second meeting.” So can you engineer communication in a way that will make it more robust and memorable in the first meeting and more importantly, allow it to survive the “re-tellability test?” You'll learn:

- How to transform your sales and marketing messaging from complex and sender-oriented, to simple, memorable, and easily “re-tellable.”
- How to frame your message using a small number of powerful ideas that will allow your value proposition to really take hold in your audiences'/customers' brains.
- How to use improved messaging to drastically shorten sales cycle times, increase sales close rates, and ensure that your value proposition is consistently delivered, regardless of channel or medium.

SCORE - Grow Your Business Brand by Becomming a Self-Published Author

Date & Time: February 15, 1:00pm (virtual webinar)

Register: www.score.org/live-webinars

Description: Writing a book is not just for novelists, it can be a great investment for your business. In fact, publishing a book can help position you as an authority in your service field and bring in leads and revenue for your business. In this webinar, Chandler Bolt, CEO of Self-Publishing School, will give you key strategies on how to write and publish your first book. You'll get the 3-Step System used to rapidly mind map, outline, and write your books in as little as one week. In this webinar you will learn:

- How to increase your visibility, credibility, and revenue with a self-published book
- Action-taking steps you need to take now to reach your author goals
- How to leverage your book to grow your authority, income, and business

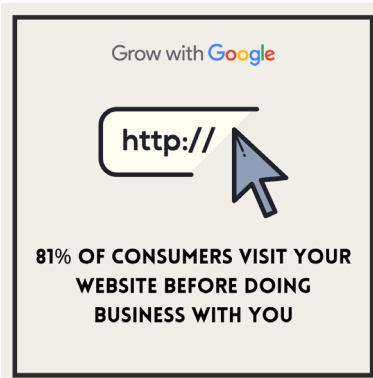
SCORE - Keys to a Successful Black Owned Business Startup

Date & Time: February 22, 1:00pm (virtual webinar)

Register: www.score.org/live-webinars

Description: New businesses are on the rise across the United States, and particularly in the black community. If you're an entrepreneur with a good idea, it might be the right time to finally start your business. Join this educational webinar, presented by Owner & CEO of PKJ Consulting Phyllis Johnson, where she will break down how to plan your start up, grow your business, and succeed in your industry. In this webinar you will learn the keys to starting your business including:

- Basics of a Business Plan
- Understanding the Market
- Startup Capital
- The Importance of Networking and more



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

Mega Networking with 8 Chambers! Feb. 24



Multi-Chamber Mega Mixer

FEBRUARY 24TH FROM 5:00 PM TO 6:30 PM.

THIS WILL BE AN INTERACTIVE AND ENTERTAINING EVENT WITH BREAK OUT ROOMS, GAMES AND PRIZES!!!

REGISTER NOW WITH THE LINK BELOW AND GET READY TO MEET NEW PEOPLE WHILE GROWING YOUR BOOK OF BUSINESS!

Join us on **Thursday, February 24, 2022 from 5:00pm-6:30pm for a Multi-Chamber Mega Mixer Virtual Networking event via Zoom.**

We're partnering with the Cape Cod Canal, Cranberry Country, One SouthCoast, Plymouth Area, The United Regional, Taunton Area, and Tri-Town Chamber of Commerce for this Mega Mixer. This will be an interactive and entertaining event with breakout rooms, games, and of course prizes! Space is limited, so please RSVP in advance. You will receive a personal email from Cathryn Schofield the morning of the networking with the Zoom link. Please make sure to register with your correct email address.

For more information on this event or to register, contact Cathryn Schofield at CSchofield@metrosouthchamber.com or visit metrosouthchamber.com/events. We are looking forward to seeing all of you!

Bridgewater State U. 2022 Virtual Career Fairs



During Spring 2022, Bridgewater State University's Career Services will be hosting all career fairs and recruiting events in a virtual format through our Handshake platform. Register and learn more at bridgew.edu/office/career-services/career-events, or call (508) 531-1328 with questions. Below is the current programing list:

Spring Virtual Campus Interviews: March 14 – April 29, 2022

Employers can submit their interview request on Handshake. Students will apply by your due date giving you the chance to review resumes and make your selections of interview candidates. You can then schedule your one-on-one interviews via Handshake providing your virtual interview link (Zoom, Teams, etc.) as the "room location" for students.

Virtual Job & Internship Fair | Thursday, April 7th , 2 - 5:30 pm

The BSU Virtual Job & Internship Fair hosted on Handshake will allow you to setup virtual information sessions and one-on-one video chats with interested candidates. This event will be open to all students and alumni, so you can expect to meet with a wide variety of candidates. Organizations attending must have full-time, professional and/or internship opportunities to participate. You are welcome to feature any other roles such as part-time, volunteer, networking events, etc.

Virtual Education Career Fair | Wednesday, May 4th, 3 - 5:30 pm

The BSU Virtual Education Career Fair is a recruiting opportunity for educational organizations including public school districts, charter schools, private and independent schools, and non-profits. This fair allows school hiring personnel to network with top-caliber teacher, counselor, and administrator candidates from Bridgewater State University. With dozens of school districts and 100+ students and alumni in attendance, this is a can't miss recruiting event!

Please note that registration for all interviews and events will be on BSU's Handshake platform with registration opening in late January. If you are not already using Handshake, create your company and profile. Once approved, you will be able to post your opportunities and submit interview and/or event requests. Details regarding setting up and operation of virtual events will be provided in your confirmation email. If you have questions about these events, contact Career Services at: (508) 531-1328.

Call For 2022 Small Biz Award Nominations



The Metro South Chamber and Bank of America recognize the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. We welcome you to nominate businesses for the 2022 *Small Business of the Year* and *Entrepreneur of the Year* awards.

You may nominate your own business or any other business you deem worthy. For nomination forms, call Cathryn at (508) 586-0500 x 231. You may include any additional documentation that will help illustrate why the business is deserving of the award. Nominees do not need to be members of the Chamber.

Small Business of the Year Criteria:
50 or less full-time employees (or equivalent); in business more than 3 consecutive years under the current ownership; for-profit business.

Entrepreneur of the Year Criteria:
10 or less full-time employees (or equivalent); in business less than 3 years; a for-profit business.

Companies will be rated on their creativity and imagination in the development of their business, demonstration of growth, and a reflection on internal and external social responsibility.

Nominations are due to the Chamber by April 1, 2022. Recipients will be announced at the Small Business and Entrepreneur Lunch in May of 2022.

Sponsored by:



Prior Small Business of the Year Recipients

- 2021 Mallory Headsets, Inc.
- 2020 South Shore SoftWash, LLC
- 2019 Immerse Agency
- 2018 Just Desserts Bakery & Cafe
- 2017 Wood Palace Kitchens
- 2016 Strange Planet Printing
- 2015 Maguire's Bar & Grill
- 2014 J.M. Pet Resort
- 2013 Solex Payroll Systems, Inc.
- 2012 Vincente's Tropical Grocery
- 2011 McGuigan's Pub
- 2010 Prisco's Market
- 2009 MCG Partners
- 2008 Heights Crossing
- 2007 Westgate Lanes
- 2006 Cindy's Kitchen
- 2005 Northeast Wholesale Nail & Fastener Supply
- 2004 Dupliron, Inc.
- 2003 Modern Auto Body
- 2002 United Furniture, Inc.
- 2001 Robert Sharkansky & Company, CPA

Prior Entrepreneur of the Year Recipients

- 2021 Fusion Dolls
- 2020 Empower Nutrition
- 2019 LAUNCH Web Marketing
- 2018 Shovel Town Brewery
- 2017 Epicure Wine & Jazz Bar
- 2016 Elvera's Cafe
- 2015 The Sound Lab
- 2014 JJ's Cafe
- 2013 James Tran, Sky8 Shrimp Farm, LLC
- 2012 Billy Michaud, Sparky's Import Repair
- 2011 Al Ata, Elie Baking Corp
- 2010 Patricia Winberg, Topnotch Design Studio
- 2009 Michelle Cully, XPressman Trucking & Courier
- 2008 Robert Monahan, UPPAbaby
- 2007 Howard Wright, Wright Technology
- 2006 Rob Peters, Rob Peters Entertainment
- 2005 Jeffrey Chrzanowski, Spark Street Autobody
- 2004 Charles Bernard, The DJ Experience
- 2003 James Messinger, The Crazy Chefs Caterers
- 2002 Jerome Offutt, Top Quality Staffing
- 2001 Randy Yanoff, Eye of the Tiger Karate

ATHENA Award - Call for Leadership Nominations

This June, the Metro South Chamber of Commerce and Eastern Bank will present the 24th Annual **ATHENA Award** to an exceptional individual who has achieved excellence in their business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

The ATHENA Awards Program was created in 1982 and has expanded to over 500 cities in the United States, Canada, the United Kingdom, the United Arab Emirates, Russia, and China. The Metro South Chamber of Commerce believes in the values underlying the ATHENA Foundation's philosophy of incorporating the talents and expertise of women into the leadership of our businesses, communities, and government.

To nominate an individual for an ATHENA Award, or for more information please contact Cathryn Schofield at (508) 586-0500 x 231 or email CSchofield@metrosouthchamber.com. Learn more online at metrosouthchamber.com/annual-monthly-events.

Sponsored by:



MA Life Sciences CEO Speaks to Metro South



(L-R) John Fay, Planner III, City of Brockton; Mahsa Khanbabai, Khanbabai Immigration Law; Kenn Turner, MA Life Sciences Center; Dottie Fulginiti, Town of Easton; Chris Cooney, MSCC.

Photos courtesy of Rich Morgan Photography



Emily Keys Innes, AICP, LEED AP ND, Innes Associates, presented Lovett Brook land use plan



Viny deMacedo, Bridgewater State University; Kenn Turner, MA Life Sciences Center

Chamber and Metro South community members gathered at the Martin Institute at Stonehill College on Friday, January 28th where Massachusetts Life Sciences Center CEO, Kenneth Turner addressed the region covering a variety of life science topics.

Emily Keys Innes and Eric Halvorsen also presented their findings in a land use study for the Lovett Brook area between Routes 24 and 27 in northwest Brockton.

To view more photos from the event, visit [flickr.com/photos/metrosouthchamber/](https://www.flickr.com/photos/metrosouthchamber/) albums.



Eric Halvorsen, RKG Associates, also presented Lovett Brook land use plan along with Innes

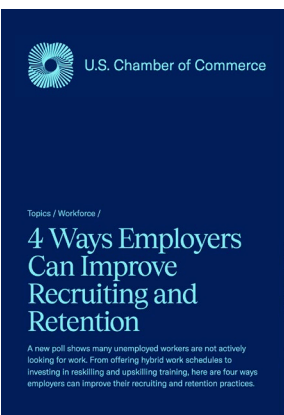


Kenneth Turner, Massachusetts Life Sciences CEO

Partners & Sponsors:



4 Ways Employers Can Improve Recruiting & Retention



Based on research and polls conducted by the U.S. Chamber, here are four ways businesses can improve their recruiting and retention practices to make their workplace an attractive one for current employees as well as those still undecided about re-entering the workforce. (Read the full article at www.uschamber.com/workforce/four-ways-employers-can-improve-recruiting-retention)

1. Help Workers Find Affordable, Quality Childcare

The poll revealed nearly a quarter (24%) of Americans who lost their job during the pandemic, and remain unemployed, say that a top reason they have not returned to work is the need to be home to offer care to others. That percentage jumps to 31% for women respondents.

Access to high quality, affordable childcare has been increasingly difficult to come by during the pandemic, leaving many caretakers more likely to stay out of, or leave, the workforce. To address the people-jobs gap, there must be a commitment to solutions for working parents.

One way to bring workers back who are caring for young children is partnering with other organizations to offer nearby, affordable childcare. Or—if the company has enough resources—to offer onsite childcare itself.

A lack of childcare is not only a barrier to employment but is also costly for the economy. A new U.S. Chamber of Commerce Foundation study found that state economies lost between \$100 million and \$10 billion this year because of childcare issues. Through the America Works initiative, the U.S. Chamber is urging Federal, state, and local officials to work with the private sector to streamline and provide support for the expansion of childcare.

2. Offer Hybrid Work Schedules

More employers are offering flexible work schedules (which may also help bring back some of the caregivers mentioned above). According to the U.S. Chamber poll, the second most popular incentive that would increase the urgency for the unemployed to return to full-time employment is flexible work hours (43%).

And increasingly, employers can't afford to go without it. There is mounting evidence that workers view flexible work schedules as an important benefit that may lead them to take one job over another. One HR expert has said businesses that don't offer any flexible-work options could be losing out on up to 70% of jobseekers.

Offering flexible schedules was a close runner up to the most popular incentive in the poll: 46% said a hiring bonus of \$1,000 would increase their likelihood to return to the workforce.

3. Invest in Training and Upskilling New Hires

Some employers are looking to bring back workers, or find new ones, by offering to upskill or train new hires as part of their hiring package. Today, many workers are looking to not only change jobs, but to change industries. According to the poll, nearly a third (32%) of unemployed workers said they would prefer to work in a different industry for their next job.

4. Seek Out Recruits from Traditionally Overlooked Talent Pools

One way to address this gap is to for employers to seek and cultivate candidates from historically underserved talent pools such as minority groups and veterans. Black Americans are out of work at almost twice the rate of their white counterparts, indicating there is a large opportunity to find workers with a slightly different approach to recruitment. Diverse hiring practices can include posting job ads on sites targeting underrepresented populations, employing blind hiring techniques, or using a panel interview in the hiring process.

In addition, veterans are often an overlooked, highly qualified pool of talent. The U.S. Chamber of Commerce Foundation's Hiring Our Heroes Fellowship programs let companies explore the tremendous value that veterans and military spouses can bring participating in HOH's Fellowship Programs.

Free Small Business Workshops from SEED Corp.



Throughout the year, SEED holds and participates in events geared toward educating, preparing, and empowering small business owners as well as all those who serve budding and seasoned entrepreneurs. All upcoming small business workshops, lender trainings, and annual networking events are listed below. Due to COVID-19, all workshops and events will be offered virtually until further notice. Contact jmello@seedcorp.com with any questions regarding upcoming events. Visit www.seedcorp.com/events to register and learn more.

3/15 @ 10AM: "Basic Entrepreneurial Workshop - Business Fundamentals"

Free, virtual entrepreneurial workshop in which participants will learn the fundamentals of planning, preparing for and financing a small business. The workshop is open to anyone currently in business, starting a business, or thinking about someday owning a business, as well as business assistance professionals who would like to learn more about SEED's technical assistance programming.

Attendees will be provided with a free business plan guide and other materials and will be introduced to free and confidential business assistance resources available to them locally and regionally.

3/17 @ 10AM: "Basic Entrepreneurial - Understanding Business Financials"

Free, virtual entrepreneurial workshop in which participants will learn how to read and a balance sheet, income statement, and cash flow statement, and keep on top of their business finances. The workshop also explains how a small business owner can anticipate financial needs in order to operate the business more efficiently through a deeper understanding of their financial picture. The workshop is open to anyone currently in business, starting a business, or thinking about someday owning a business, as well as business assistance professionals who would like to learn more about SEED's technical assistance programming.

Attendees will be provided with a free business plan guide that includes financial templates and will be introduced to free and confidential business assistance resources available to them locally and regionally.

WELCOME NEW MEMBERS!

Reinvesting in Our Community

Air Systems Technologies, Inc.
Thomas J. Choate
33 Wales Avenue
Avon, MA 02322
(508) 427-5558
airsystems.com
Environmental

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

BOARD Profile - Jeni Mather, JM Pet Resort



JM Pet Resort & JM Pet Vet Clinic
1014 Pearl Street
Brockton, MA 02301
(508) 588-5661
www.jmpetresort.com

What is unique or special about your firm and the products and services you offer? We support each pet parent’s lifelong relationship with their fur-baby by caring for all aspects of a pet’s physical, mental and emotional wellness, to achieve 360 of Happy Health . Our amenities are designed to be cross-functional, maximizing the value of each service for pets and pet parents. We are proud to be a trusted resource for PLAYtrain Doggie Daycare, Luxury Boarding for Dogs & Cats, Spa Grooming for Dogs & Cats, Pet Taxi, Training, Premium Retail, and high quality affordable veterinary care through JM Pet Vet Clinic.

Jeni Mather, President & Founder, JM Pet Resort & JM Pet Vet Clinic

What is your market area? South Shore of Massachusetts

What markets do you serve? Brockton, Easton, Mansfield, Stoughton, Taunton, Raynham, Bridgewater, Randolph, Weymouth, Sharon, Boston, Canton, West Bridgewater, Avon, Norton, Foxborough, Lakeville, and more.

- Please list awards, honors or special recognition your firm has received:
- Mayoral Citation from Mayor of Brockton – 2021 & 2014
 - Metro South Chamber of Commerce Economic Impact Award – 2020
 - Member of Trademark Who's Who Honors Edition – 2019
 - SEED Small Business of the Year Award – 2016
 - Metro South Chamber of Commerce Small Business of the Year – 2014

What is your main business objective concerning your customers and the business community? My mission is to make pets’ lives happier and pet parents’ lives easier by delivering 360 of Happy Health to support each animal’s physical, mental, and emotional wellness at all ages and stages of life. It’s also my mission to support and grow people who want a career with animals by providing a great work environment, and to continue creating more jobs in this industry. I am proud to deliver high quality care at affordable prices because I believe pet care should be accessible to everyone. I also believe strongly in the power of networking with like-minded professionals and lifting each other up in our industry, to continue making life better for pets and people.

How long have you been a chamber board member? 6 years

What is your chamber involvement? Board Member

What are some of the positions you have held? Certified Animal Control Officer, Animal Control Consultant, Ollie’s Law Coalition Member, PetTech™ Instructor, Certified Pet Care First Aid Instructor, Veterinary Technician, Level 2 Certified Dog Trainer through the Animal Behavior College, Animal Behavior College Mentor, Certified Canine Good Citizen Evaluator, Family Paws Parent Education Licensed Presenter, Founder/Director of the Brockton Blue Dog Shelter (17 years)

RENEWING Members

Thank you!

- Air Systems Technologies, Inc.
Bearce Insurance Agency, Inc.
Brockton Area Transit Authority
Brockton VNA
Business Development Strategies, Inc.
Cadence Academy
Capstone Communities
Chin Management/McDonald's
Concord Foods, LLC
Cushman Insurance Group
Douglas A. King Builders, Inc.
Eastern Bank
Hart Design DBA Edible South
Shore & South Coast
Kindred Hospital Northeast - Stoughton
Luke Jackson Benefit & HR Solutions
- M. Donahue Associates, Inc.
NorthEast Electrical
Rich Morgan Photography
Siri C. Steinle Orthodontics
Stonehill College
Support The Soupman
The Children's Museum in Easton
United Way of Greater Plymouth County
Verizon Communications
Viking Sheet Metal, Inc.
Wal Mart #2122
Wal-Mart
Wal-Mart #2904 Brockton
Willwork Inc., Exhibit & Event Services
Yamato Japanese Steak House

Affordable, Flexible Health Coverage for Small Biz

MASSACHUSETTS HEALTH CONNECTOR for Business

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
Employees with 1-25 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.

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

OSHA Withdraws Vaccination and Testing ETS

OSHA has recently announced that it is withdrawing this Emergency Temporary Standard (ETS) effective immediately. Although OSHA is withdrawing the ETS as an enforceable emergency temporary standard, OSHA is not withdrawing the ETS to the extent that it serves as a “proposed” rule; instead OSHA has indicated that it will prioritize its resources to focus on a permanent COVID-19 Healthcare Standard. Notwithstanding the withdrawal of the ETS for large employers, OSHA continues to strongly encourage the vaccination of workers against the continuing dangers posed by COVID-19 in the workplace.

OSHA also filed a motion to dismiss the pending challenge in the Sixth Circuit on the basis that the withdrawal of the standard makes the case moot. If granted, the requested dismissal would avoid a ruling on the merits that could limit current or future OSHA regulations.

Note for Public Sector Employers: The withdrawal of the ETS also does not require state OSHA plans to take any action. OSHA does not apply directly to public employers; rather states and U.S. territories may adopt OSHA-approved occupational safety and health plans. Massachusetts does not have an OSHA-approved state plan. However, Massachusetts law does require public employers to provide protections for employees consistent with OSHA’s standards. Thus, this withdrawal of the ETS does not impose any new requirements on Massachusetts public employers.

Visit www.mhltl.com/wp-content/uploads/2022/01/OSHA-Withdraws-ETS.pdf to read the full press release.



Metro South Chamber of Commerce Strategic Plan Overview

Mission	What is the Chamber's enduring sense of purpose?	We connect, support, and energize member businesses focused on improving the economic vitality of life in the Metro South region.				
Values	To which standards does the Chamber hold itself?	<ul style="list-style-type: none">• Steadfast commitment to independence, objectivity, and transparency underscoring all forms of engagement, advocacy, and decision making.• Outstanding corporate citizenship that is deeply invested in the broader development of the region.• An adaptive resource that serves all sizes and varieties of area businesses and ventures.• Inclusive leadership/membership reflecting the region's diversity.				
Vision	What is on the distant horizon of the Chamber's work?	<p>We envision a Metro South region known for:</p> <ul style="list-style-type: none">• A business community that is continually collaborating, innovating, and thriving.• Robust pipelines of success that foster new business and advance careers.• Citizens that are well informed and quick to mobilize on key public issues.• An overwhelmingly positive reputation for its many competitive advantages.				
Goals	How is the Chamber advancing its mission and reaching for its vision while reflecting its values?	<p>1. Business Community Convener FOCUS the aggregate energy and resources of the regional business community to capitalize on mutually beneficial opportunities, share perspectives, and respond to common challenges.</p> <p>2. Connecting Members CULTIVATE and INVIGORATE the region's human capital by fostering robust opportunity pathways and professional development networks among members.</p> <p>3. Issue Advocacy ARTICULATE, CONVEY, and ADVANCE the Chamber's position on political issues of great importance to the membership and the overall business climate of the region.</p> <p>4. Positioning the Region for Success LEVERAGE the membership's collective influence, expertise, and capital to expand current business activity, attract new ventures to the region, and project the Metro South as a place of economic opportunity and vitality.</p> <p>5. Sustainability SOLIDIFY and EXPAND the Chamber's member and financial base.</p>				
Areas of Focus	What is the Chamber doing to better align itself with changing external and internal dynamics?	<table><tr><th>External</th><th>Internal</th></tr><tr><td><ul style="list-style-type: none">• Targeting membership growth areas of younger professionals and non-English-speaking immigrants• Focusing on small/micro business startups• Showcasing regional diversity as a strength• Understanding and conveying regional attractiveness more effectively• Overcoming growing problem of labor shortages• Boosting regional collaborations for international commerce• Clarifying roles/core functions of myriad regional economic development agencies• Coping with the impacts of regional business consolidations• Revitalizing derelict industrial spaces</td><td><ul style="list-style-type: none">• Introducing career development programming• Leveraging higher education partners• Further diversifying the Board of Directors• Hitting a business development "home run"• Developing mentorship opportunities for startups• Increasing number of Chamber-sanctioned positions on key business and economic issues• Rethinking and refining content/purpose/timing of current slate of regular events• Deepening political relationships in Brockton• Broadening political relationships beyond Brockton• Adding expertise/capacity for social media efforts• Adding additional multilingual staff capacity• Transitioning to a tiered membership model• Developing a bona fide membership strategy</td></tr></table>	External	Internal	<ul style="list-style-type: none">• Targeting membership growth areas of younger professionals and non-English-speaking immigrants• Focusing on small/micro business startups• Showcasing regional diversity as a strength• Understanding and conveying regional attractiveness more effectively• Overcoming growing problem of labor shortages• Boosting regional collaborations for international commerce• Clarifying roles/core functions of myriad regional economic development agencies• Coping with the impacts of regional business consolidations• Revitalizing derelict industrial spaces	<ul style="list-style-type: none">• Introducing career development programming• Leveraging higher education partners• Further diversifying the Board of Directors• Hitting a business development "home run"• Developing mentorship opportunities for startups• Increasing number of Chamber-sanctioned positions on key business and economic issues• Rethinking and refining content/purpose/timing of current slate of regular events• Deepening political relationships in Brockton• Broadening political relationships beyond Brockton• Adding expertise/capacity for social media efforts• Adding additional multilingual staff capacity• Transitioning to a tiered membership model• Developing a bona fide membership strategy
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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.

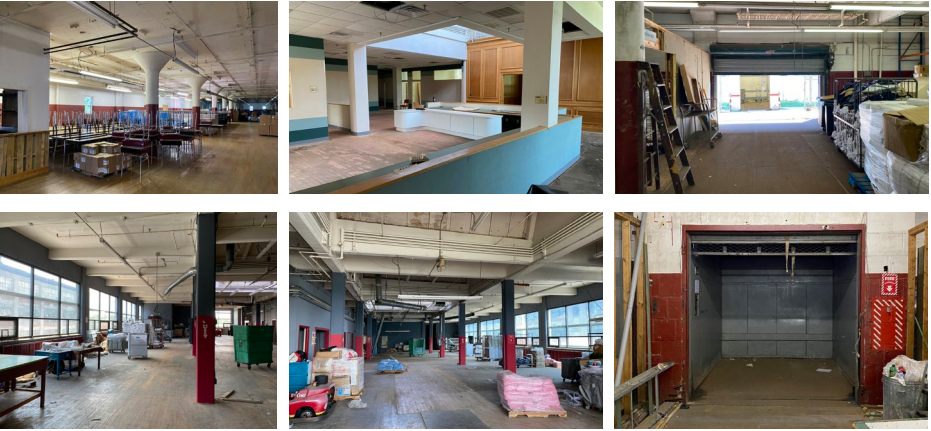
To learn more about business assistance resources in English and Portuguese contact Theresa Lobo-Albin at finance@metrosouthchamber.com or call (508) 586-0500 x 230. To learn more about the Business Assistance Center (BAC) and available business resources, visit www.metroouthchamber.com/resources/business-assistance.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

Real Estate Spotlight: 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.

Empowering Small Business: COVID Business Resources and Grants from Mass Growth Capital



Massachusetts Growth Capital Corporation (MGCC) functions as a one-stop resource for debt financing for small businesses.

The purpose of MGCC is to create and preserve jobs at small businesses, inclusive of those owned by women, minorities, immigrants and veterans. MGCC also works to promote economic development throughout the Commonwealth, with special paid attention to business needs in underserved areas, Gateway Cities and low to moderate income

communities. Visit www.empoweringsmallbusiness.org/ to learn more and apply for the follow grants:

BIZ-M-POWER GRANT: This program is focused on assisting low-income and moderate-income entrepreneurs with their acquisition, expansion, improvement or lease of a facility, purchase or lease of equipment, or with meeting other capital needs of a business through crowdfunding. The objective is to provide entrepreneurs with new knowledge and skills for growing their business and advancing toward innovative approaches to obtaining capital through the earned support of local residents, neighborhoods, community members, and stakeholders alike.

EMPOWER DIGITAL GRANT: This program seeks to support the development of digital capabilities and consequent growth of small businesses of socially and economically disadvantaged individuals with the support of our Small Business Technical Assistance (SBTA) providers.

SMALL BIZ. TECHNICAL ASSISTANCE GRANT: MGCC is seeking proposals from not-for-profit organizations that provide technical assistance to underserved small businesses and start-ups in Massachusetts for FY2022.

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.



FOR THE LIFE OF YOUR BUSINESS

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...

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

February 8: Small Business Resilience - How to Sharpen Your Focus and Decrease Stress

February 10: The 7 Secrets to Mastering Your Sales Pitch

February 15: Grow Your Business Brand by Becoming a Self-Published Author

February 22: Keys to a Successful Black Owned Startup



Air Systems Technologies, Inc.



33 Wales Avenue, Avon • (508) 427-5558
www.airsystems.com

Air Systems International is the industry leader in Grade-D breathing air filtration & confined space ventilation equipment for 35+ years. We are an ISO 9001 Manufacturer of Equipment for Industrial, Construction, Government, Military Defense, Fire/Rescue, Hazmat & Emergency Response applications.

Heidi's Hollow Farm



165 Liberty Street, Hanson • (443) 566-0046
www.heidishollow.com

Welcome to Heidi's! We love ice cream, family, friends, and dogs. Come together and get a taste of a true New England ice cream shop and have a look around, we can't wait to meet you. Open seasonally April to October.

April 24 - May 30: Weekdays 3pm - 9pm
& Weekends 12pm - 9pm

May 31 - Aug 31: 12pm - 9pm daily

Sept 1 - Oct 11: Weekdays 3pm - 9pm
& Weekends 12pm - 9pm

Verdant Consulting



Allessandria Polizzi • (469) 401-5891
www.verdantconsulting.net

We founded Verdant Consulting in 2016 with a focus on change management and transforming leadership capabilities, pivoting in 2021 when we saw first-hand the impact of emotional exhaustion and unprecedented stress on employees, leaders and companies. Faced with her own burnout and depression diagnosis, our founder struggled to find a simple, science-based solution to help build skills and recover quickly.

Join the Chamber!

YOUR BUSINESS
PROFILE HERE...

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

60 School Street, Brockton • (508) 586-0500
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



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

Wednesday, Feb. 02
Ambassador Meeting
9:00AM
Virtual Meeting via Zoom

Want to become a Chamber Ambassador and advocate for the Metro South business community? Contact Cathryn at CSchofield@metrosouthchamber.com

Wednesday, Feb. 02
"Business Development & Strategic Planning Mastermind"
12:00PM - 1:30PM, biweekly for 20 weeks
Virtual workshop offered by GleeWorks

Business success depends on making great decisions, anticipating demands and manage challenges. Work with colleagues and experts weekly to make strategic decisions, find resources, and prioritize next steps.

Register: <https://bit.ly/342sggp>

Friday, Feb. 18
Good Day Metro South
11:45AM - 1:30PM
Thorny Lea Golf Club | 159 Torrey Street, Brockton

We are excited to announce the featured speaker for this brunch will be Mayor of Brockton, Robert F. Sullivan. This event is sponsored by OCES - Old Colony Elder Services. Season ticket holders may attend at a complimentary rate, please email CSchofield@metrosouthchamber.com to reserve your seat.

Register: metrosouthchamber.com/events

Thursday, Feb. 24
Multi-Chamber Mega Networking
5:00PM - 6:30PM
Virtual Meeting via Zoom

Join us along with Cape Cod Canal, Cranberry Country, One SouthCoast, Plymouth Area, United Regional, Taunton Area, and Tri-Town Chambers of Commerce for a free mega networking session.

Register: metrosouthchamber.com/events
Contact: Cathryn at CSchofield@metrosouthchamber.com

Monday, Feb. 28
"Make Your Website Work for You"
10:00AM
Virtual webinar offered by Grow with Google

Join Bryan Caplan, speaker for Grow with Google to 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.

Register: metrosouthchamber.com/events

Thursday, March 3
7th Annual Multicultural Biz Forum
5:00PM - 7:30PM
Thorny Lea Golf Club | 159 Torrey Street, Brockton

Hear from a panel of local women and minority owned businesses as they share their success stories. Learn how they used their background to develop new ideas, leverage regional resources, and tap into new markets.

Register: metrosouthchamber.com/events

Tuesday, Mar. 15
"Business Fundamentals"
10:00AM
Virtual webinar offered by SEED Corp.

Free "Business Entrepreneurial Workshop" series, learn the fundamentals of planning, preparing for and financing a small business.

Register: seedcorp.com/events

Thursday, Mar. 17
"Understanding Business Financials"
10:00AM
Virtual webinar offered by SEED Corp.

Free "Business Entrepreneurial Workshop" series, learn how to read a balance sheet, income statement, and cash flow statement, and keep on top of business finances.

Register: seedcorp.com/events