

# Ictionreport



September 2022

www.metrosouthchamber.com

**Leading Businesses Leading Communities** 



### Chamber Mission

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



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**New Members** 

**Renewing Members** 

# New Chief, Director, Industry; Good Day Metro South Luncheon 9/23

Friday, September 23 | 11:45 am - 1:30 pm | Thorny Lea Golf Club | 159 Torrey Street, Brockton



Please join us on Friday, September 23rd for a Good Day Metro South luncheon hosted by Thorny Lea Golf Club from 11:45AM -1:30 PM. Our guest speakers will be from Brockton Redevelopment Authority, Brockton Police Department, MassDevelopment, Theory Wellness, and Rockland Trust.

Register and learn more online: metrosouthchamber.com/events. Cont. on page 2.









# **NEREJ & MSCC Summit Highlights Housing, Economic Development**

Wednesday, October 26 | 9:00 am - 12:00 pm | Thorny Lea Golf Club | 159 Torrey Street, Brockton

The Chamber is partnering with the New England Real Estate Journal to bring you a double session event with two panels discussing topics such as Opportunity Zones, new housing and redevelopment, transportation, improving infrastructure, and building the future of the Metro South region. Regional leaders participating include Bridgewater State University; Concord Square Planning & Development, Inc.; Jack Conway Real Estate; MA Secretary



of Housing & Economic Development, Mike Kennealy; Platinum Partners, LLC; South Shore Property Management LLC; and more. Continued on page 6.

# 109th Annual Meeting & B2B Expo features "Life is Good" speaker

Wednesday, November 16 | 10:30 am - 3:00 pm | Adult & Teen Challenge Center | 1315 Main Street, Brockton



See page 5 for details.





Steve Gross, Founder & Chief Playmaker of the Life is Good Kids Foundation

### **Business After Hours** @ **Heights Crossing 9/15**



Please join us on Thursday, September 15th from 5-7:30PM for a Business After Hours networking event with Heights Crossing Assisted Living in Brockton, at 35 Christy's Place. Enjoy hors d'oeuvres networking, and lawn games on the outdoor patio, along with tours of our fully renovated community. Continued on page 5.

### **Meet Your Legislators!** October 12 @ Stonehill

The Metro South Chamber of cordially Commerce members of the business community, candidates for public office, and state, federal and local elected officials to gather on Wednesday, October 12th for the 32nd Annual Legislative Reception. The reception will be held at Donahue Hall, at Stonehill College in Easton from 5:00 - 7:30pm. *Continued on page 5.* 

### Don't Forget to Vote Today! **Primary Elections 9/6**

To learn about your polling locations, visit www.sec.state.ma.us/ WhereDoIVoteMA/WhereDoIVote



# Sept. 23 Panel Focuses on Economic Activity in Brockton and Surrounding Metro South Region

Friday, September 23 | 11:45 am - 1:30 pm | Thorny Lea Golf Club | 159 Torrey Street, Brockton | Register Online at metrosouthchamber.com/events







Brenda Perez, Chief of Brockton

Brockton Police Chief, Brenda Perez: Brenda Perez is the first woman to lead the city's police force, and the first person of color to do so. Born and raised in Brockton, Perez worked as a patrol officer for roughly 16 years until she was promoted to the rank of sergeant in 2016, as only the second female sergeant in the history of the department. Before joining the Police Department, Perez was in the U.S. Army Reserves, serving 24 years in the military, reaching the rank of master sergeant. In addition to serving over two decades as a Brockton Police Officer and 24 years in the

Army Reserves, Perez holds a master's degree in criminal justice from Curry College. Visit brockton.ma.us to learn more.



Patricia Jackson, Brockton Redevelopment Authority

**Patricia** Jackson, interim Executive Director, Brockton Redevelopment Authority: "Thrust into the field of housing years ago, Dr. Patricia Jackson explains a passion for advocacy and social justice as the motivation that guides her efforts. Dr. Jackson is an active advocate for the advancement of adequate and equitable education, while championing efforts to preclude discrimination within the educational system that negatively affect the BIPOC community.

She is currently the interim Executive Director for the Brockton Redevelopment

Authority, where she hopes to follow in the illustrious footsteps of her predecessor to continue the fight for fair, equal, and equitable development within the City of Brockton. Dr. Jackson also serves as the chair of the Political Action Committee for the Brockton Area Branch NAACP and is a member of the Education and Legal Redress Committees. In addition, Dr. Jackson serves as a member of the Massachusetts Baby Bonds Task force, aimed at developing publicly funded at-birth trust funds that will be accessible to children when they become adults that can be used for assetenhancing activities, including paying for higher education.

Drs. Jackson holds a bachelor's degree in Public Administration, specializing in Urban and Regional planning from Park University, a master's degree from Northeastern University, and a Doctor of Law and Policy from Northeastern University." To learn more about the BRA, visit brocktonredevelopmentauthority.com



Jay Pateakos, MassDevelopment



Phoebe Kamp, Theory Wellness

Jay Pateakos, Vice President Business Development, South Region, MassDevelopment: "Jay was added to the MassDevelopment ranks in November of 2017. Prior to that, he had coowned an English Muffin business which included securing financing, shelf space in supermarkets and much more. He later became a business reporter for a number of daily newspapers as well as an Executive Director for the Sandwich Chamber of Commerce where he helped to raise funds and develop the town's first stand-alone Visitor's Center." Visit massdevelopment.com to learn more.

> Phoebe Kamp, **Cannabis** Outreach Specialist, Theory Wellness: "Phoebe Kamp is the Cannabis Outreach Specialist for Theory Wellness, a Recreational and Medicinal Dispensary in MA. She has worked with Theory for over 2 years in various roles. She has a passion for Cannabis and helping others discover the healing power it can have for those suffering with chronic pain and illness. As an Outreach Specialist, Phoebe

> works closely with physicians who certify medical

patients across the state. Together, they work to educate the public on the benefits of medical marijuana and the MA Medical Marijuana Program. Join her to learn more about the products and

additional benefits Theory Wellness offers to customers and patients alike!" To learn more about Theory Wellness, visit theorywellness.org

### ABOUT OUR SPONSOR:



Grant Nickerson, Rockland Trust

ROCKLAND TRUST BANK

Where Each Relationship Matters®

This event is sponsored by Rockland Trust: "Founded over 115 years ago by local business owners as a bank made for businesses, Rockland Trust has a long heritage of innovation and customer focus. We build enduring relationships by listening to our customers and providing insights to help them feel confident about their financial decisions. We serve our communities through more than 120 branches, 20 commercial lending centers, and 11 investment management centers across Massachusetts and Rhode Island. Rockland Trust is deeply committed to the communities it serves, recognized in 2021 by the Small Business Administration (SBA) as the #1 Lender to Minority Entrepreneurs in Massachusetts. In addition, the Bank received an "Outstanding" rating in its most recent Community Reinvestment Act performance

evaluation. Rockland Trust offers a wide range of banking, investment, and insurance services." Visit rocklandtrust.com to learn more.

### **BOARD OF DIRECTORS, OFFICERS**

Chair of the Board Joseph Casey, HarborOne Bank

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President and CEO Christopher Cooney, CCE, MPA, Metro South **Chamber of Commerce** 

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### **BOARD OF DIRECTORS, DIRECTORS**

Mike Lambert- Brockton Area Transit Authority

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Albert Senesie - Victory Human Services

Rich Spencer - North Easton Savings Bank

Andrew St. Pierre - Brockton Plumbing & Heating Supply

Lisa Strattan - The Enterprise

David Teixeira- The Mattress Maker

### **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



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

### **Metro South Chamber of Commerce**

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### Marcy Venezia, Nightingale Group LLC Membership Sales x 229

Theresa Lobo-Albin Finance x 230

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

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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:**

# **CHAMBER** Calendar



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

www.metrosouthchamber.com

### September 07

**Ambassador Meeting** 9:00 am Virtual Meeting via Zoom 15 Business After Hours: Heights Crossing 5:00 pm

35 Christy's Place, Brockton 23 Good Day Metro South 11:45 am

Thorny Lea Golf Club, 159 Torrey Street, Brockton

DCAMM Contractor Certification Workshop 10:00 am Metro South Chamber, 60 School Street, Brockton

### **October** 12

16

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32nd Annual Legislative Reception 5:00 pm Donahue Hall, Stonehill College, 320 Washington Street, Easton

26 **NEREI & MSCC 2022 Summit** 9:00 am Thorny Lea Golf Club, 159 Torrey Street, Brockton 26 **Board Meeting** 12:30 pm

**November** 

109th Annual Meeting & B2B Expo Adult & Teen Challenge Center, 1315 Main Street, Brockton

10:30 am



METRO 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.metrosouthchamber.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.

ACTION Report September 2022 www.metrosouthchamber.com

# **UP-TO-DATE** News

# Members - send Good News to estratton@metrosouthchamber.com

Sponsored by: Good Samaritan Medical Center



# MassDevelopment Monthly Office Hours at the Chamber with Jay Pateakos

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

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

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

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

to special partner discounts, 10% off in-store regularly priced purchases and 20% off Printing and Marketing Services, every time they shop in store. They can save on an assortment of products, from signage, to PPE, to business essentials, and more! Visit www.metrosouthchamber.com/membership/savings/ to learn more.

### **Brockton Farmers Market Runs Through 10/28**



Visit the Brockton Farmers Market through October 28 at City Hall Plaza in

downtown Brockton, Fridays 10AM-2PM. Activities include Summer Eats Program, UMass Extention Nutrition Education Program, Children's Entertainment sponsored by the Brockton Public Library, and more. SNAP/EBT accepted for all food vendors. Vendors include: Mai Asia Vegetables, Roxanne's Greenhouse, Sibling Organic Crops, Souza Family

Farm, Lafleur Wildflower Honey, Glorify Grow beauty products, Barbosa Family Farm, Freitas Farm, Fusion Dolls, and more. Visit. brocktonfarmersmarket.com.

### Fuller Craft Museum Presents: "Daniel Jocz: Permission Granted" Opens September 17



The career of Massachusetts artist Daniel Jocz has been marked by shape-shifting and playful irreverence,

resulting in an energetically diverse body of work. In his jewelry over the past four decades, he has mastered the art of innovation and assumed a remarkably broad range of formal and conceptual positions. Incorporating aspects of sculpture, painting, architecture, and the decorative arts, his small-scale objects also reveal Jocz's technical virtuosity and passion for ideas. The exhibition, Daniel Jocz: Permission Granted, will survey the artist's dynamic career through some 50 jewelry works along

with a selection of related sculptural pieces. This exhibit is on display at Fuller Craft Museum, 455 Oak Street in Brockton through July 17, 2022. The Fuller Craft Museum is FREE to all Brockton residents. Hours of operation are Tuesday-Sunday, 10AM-5PM. To learn more, visit fullercraft.org.

### MSBDC Calendar - Online Training

Visit msbdc.org/training to register

- 9/12: Basics of Starting Your Business
- 9/13: How to Open a Business in Massachusetts Legally
- 9/14: Your First Business Loan
- 9/20: Massachusetts Health Connector - Affordable, Flexible Health Coverage for Small Business
- 9/21: Commonwealth of MA (State) Government Contracting
- 9/22: STEP Program Application Process
- 9/22: Basics of Starting Your Business
- 9/27: Are You Running Your Business or Is It Running You?
- 9/28: Developing a Dynamic Capability Statement

# **Health Care Matters**

Sponsored by: Good Samaritan Medical Center

235 North Pearl Street, Brockton, MA 02301

508-427-3000

### www.goodsamaritanmedical.org

Good Samaritan Medical Center

A STEWARD FAMILY HOSPITAL



Good Samaritan Medical Center Receives 2022 Women's Choice Awar Award® as one of America's Best Mammogram Imaging Centers

Good Samaritan Medical Center has been named one of America's Best Mammogram Imaging Centers by the Women's Choice Award,® a trusted referral source for the best in healthcare.

According to the American Cancer Society, about 1 in 8 women in the US will develop invasive breast cancer during their lifetime, and it is the second leading cause of cancer death in women.

"As a breast cancer survivor, I learned the hard way that where you choose to have your mammogram can have a profound impact on your outcome and experience," said Delia Passi, founder and CEO of the Women's Choice Award.

Passi was the victim of poor imaging and misdiagnosis. Doctors eventually discovered her breast cancer after a surgical biopsy and two lumpectomies at the age of 42. Her experience was the inspiration behind creating the Women's Choice Award following her career as former publisher of Working Woman and Working Mother magazines.

"Knowing where to go for the best mammogram will reduce your risk of a false positive or the possibility of missing cancers," said Passi. "By letting women know which imaging centers in their area are among America's best for mammograms, we are able to reduce risk by helping them make better decisions and smarter health care choices."

The list of 1,628 award winners, including Good Samaritan Medical Center represents imaging centers that carry the Breast Imaging Center of Excellence (BICOE) seal from the American College of Radiology and are accredited for Mammograms (MAP).

"We are honored to be named one of the Best Mammogram Centers by Women's Choice. This award recognizes the highly skilled and compassionate care that our Women's Imaging Center team has provided for our community," said Matthew Hesketh, President Good Samaritan Medical Center. "As a Breast Imaging Center of Excellence our Women's Imaging Center has a longstanding commitment to providing the highest quality care. The Women's Choice Award also spotlights the team's dedication to the patient experience." For more information about the America's Best Mammogram Imaging Centers, please visit https://womenschoiceaward.com/mammogram



Good Samaritan Medical Center's Mammography and Breast Center teams gather with physicians and hospital leaders to celebrate their recent Women's Choice Award® as one of America's Best Mammogram Imaging Centers. Visit goodsamaritanmedical.org/womens-imaging.

# Networking & Lawn Games on the Patio 9/15

Thursday, September 15 | 5:00 pm - 7:30 pm | 35 Christy's Place, Brockton



Don't miss this great businessbuilding opportunity! Executive Peter Director McConnell, Director of Community Relations Kathleen Lynch, and the Heights Crossing team invites Chamber members and business partners to attend a Business After Hours on Thursday, September 15th from 5:00 – 7:30 p.m.

Enjoy hors d'oeuvres networking, and lawn games on the outdoor patio, along with tours of our fully renovated community. Heights Crossing underwent interior and exterior renovations in 2020 but celebrations were delayed due to Covid-19. We are ready to showcase our beautiful community and hope you join

us by raising a glass in celebration. Register online: metrosouthchamber.com/ events.

# 32nd Annual Legislative Reception, October 12

Wednesday, October 12 | 5:00 pm - 7:30 pm | Donahue Hall @ Stonehill College, Easton



# LEGISLATIVE RECEPTION



You are cordially invited to attend the 32nd Annual Legislative Reception on Wednesday, October 12 from 5:00 pm - 7:30 pm. This is a casual event at which business leaders, elected officials, and candidates for public office can discuss important issues while enjoying complimentary refreshments and hors d'oeuvres. It will take place at Stonehill College's Donahue Hall on 320 Washington Street in North Easton.

As a member of the Metro South Chamber, your organization has a vested interest in helping foster stronger relationships with local officials. The Metro South Chamber Legislative Reception is an excellent and cost-effective way for you, your key staff, and colleagues to initiate or renew face-to-face contacts at the state, federal, and local level. We encourage you to participate and support the unified voice of the Metro South Chamber of Commerce.

Together, we can ensure that government understands and supports the needs and concerns of the business community in our region.

For more information, contact Cathryn Schofield at (508)586-0500 ext. 231 or email cschofield@metrosouthchamber.com. This is a complimentary event, but please register in advance at metrosouthchamber.com/events.

Sponsors & Partners:







# 109th Annual Meeting & B2B Expo, November 16

Wednesday, November 16 | 10:30 am - 3:00 pm | Adult & Teen Challenge Center, Brockton



Join us on Wednesday, November 16th at the Adult & Teen Challenge Center, located at 1315 Main Street in Brockton, for the 109th Annual Meeting and B2B Expo. Meet other business people & community leaders by attending the Annual Meeting to celebrate businesses working together for the future of the Metro South Region. The Annual Meeting will feature Steve Gross, Founder & Chief Playmarker of the "Life is Good" Kids Foundation, as well as networking, awards, and giveaways.







"Steve Gross, Founder of the Life is Good® Kids Foundation, has dedicated his career to leading healing efforts in communities impacted by trauma. His unique approach, called the Playmaker Practice, emphasizes joy, social

connection, optimism, engagement and control - all elements that serve as the foundation for every healthy community. The lessons he learned in the field now help organizations across the globe grow through challenging and uncertain times, emerging stronger, more connected, and joyful than they were before. As Steve says – *professional development sprouts from* personal development." To learn more, visit lifeisgood. com/kidsfoundation/about-playmakers.html

The cost to attend is \$125 for members and \$159 for future members. Tables of 10 are available for \$1250/members and \$1590/non-members. Expo booths are available for \$499/members and \$599/non-members. The expo will sell out, register now. For information and to reserve your ticket, contact Cathryn Schofield at CSchofield@metrosouthchamber.com or call (508) 586-0500 x 231. You may also purchase tickets online at metrosouthchamber.com.

Lead Sponsors:





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Contributing Sponsors & Partners:





















### **Metro South Economic Momentum Summit 10/26**

Wednesday, October 26 | 9:00 am - 12:00 pm | 159 Torrey Street, Brockton

The Chamber is partnering with the New England Real Estate Journal to bring you a double session event with two panels discussing topics such as Opportunity Zones, new housing and redevelopment, transportation, improving infrastructure, and building the



future of the Metro South region. Visit metrosouthchamber.com/events to learn more and register. More info to come!



Al Becker, Jack Conway Realty

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New England Real Estate Journal



Barry Crimmins, Platinum Partners



Geoffrey Anatole, South Shore Property Management

SOUTH SHORE



**MA Secretary** of Housing & Economic Development, Mike Kennealy



Fred Clark, **Bridgewater State** University



Ted Carman, **Concord Square** Planning & Development, Inc.







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Real Estate Spotlight: 1032 Turnpike, Canton

# Real Estate Spotlight: 16 Park, Rockland



donahueassociates.com



# **Got Your Guide to the Metro South Region?**



The Metro South Chamber's 2022/2023 Regional Guide and Member Directory is here! Designed to encourage in-state support for our local businesses, especially those effected by the COVID-19 pandemic; shop local, and support small businesses!

Our member businesses, among the finest in their respective

fields, are featured in this 100 page publication. Their appreciation of you as consumers, employees, and customers has never been greater. In turn, it is so important for us to remember how vital these local businesses are to our American way of life and our great democracy. More than ever, they need our recognition and support!

While you are here, you can visit the extraordinary Fuller Craft Museum, enjoy the acclaimed Brockton Symphony Orchestra, cheer on the Brockton Rox at Campanelli Stadium, and grab a drink at the new Brockton Beer brewery downtown! With plentiful hotel rooms and within easy reach of Boston, Providence, Plymouth and Cape Cod, you will find many fun shopping experiences, peaceful parks, dynamic sporting events and rich cultural activities all within reach. If you are new to this region, we aim to inform you. If you live here, we want to remind you. If you do business here, we wish to thank you.

Want your business or advertisement to be included in the next publication? Call Marcy! (508) 586-0500 x229 or visit metrosouthchamber.com

for potential expansion in the heart of downtown Rockland. 2 Units, 1 leased on a month to month. Currently can be used as Office/Retail/Warehouse space, potential to build a multifamily residential. Visit www.jackconway.com/realestate/16-park-st-rockland-ma-02370/72927973/117288437 to learn more or contact Craig Shames, cshames@jackconway.com (781) 982-2333

# Real Estate Spotlight: 132 Court, Brockton





Market Rate Development opportunity! 150 Unit (110-1BR & 40-2BR) Multifamily w/ 4,000 sqft of commercial/retail space to be developed. This development is located within 250 feet of the MBTA Rail Station in Downtown Brockton as well as the Brockton Area Transit Authority Intermodal Parking Facility. Be in Boston within 35 minutes. The property also falls into the Federal Opportunity Zone. Visit www.droukasrealestate.com/search/listing/ mlspin/73008011/Brockton/132-Court-St or contact Brian Droukas (508) 458-

### **Empower Small Biz: MGCC Grants & Resources**

### EMPOWER SMALL BUSINESSES: Additional COVID Business Resources and Grants from Mass Growth Capital Corporation

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.

### Up to \$25K in Workplace Safety Grants Available

The DIA's Workplace Safety Grants of up to \$25K per grant are available to Massachusetts based and operating businesses until 9/30/2022.

"Strong preference will be given to first-time applicants, small and midsize businesses, consortium applicants, and organizations, that demonstrate a compelling program design that redresses prior worksite injuries and/or creates programs of injury prevention.

The primary purpose of the Workplace Safety Grant is to fund programs that reduce the risk of injury and illness to workers and promote safe and healthy conditions in the workplace through training, education, and other preventative measures.

If you need help in obtaining grants to fund training programs, then we want to hear from you! Tell us your story. What are your training goals? Who will be trained? How do you plan to execute a training program? We are committed to helping you through the process and are open to discussing your training requests.

The application process is easy. Complete the simple five (5) page application and send it to us. Please remember to include your contracted documents with your application.

The following are not inclusive of all training types but represent some of the more frequently sought training topics: OHSA 10 or 30, Aerial lift, Fall protection, Crane & Rigger Training, Forklift Training, Ergonomics, CPR/AED, Injury Prevention, Fire/Electrical, Asbestos, CTD's, Defensive Driving, Lead Hazards, Toxins Right to Know/Hazard Communication, Winter driving, Lockout Tagout, Chain saw safety, Trenching Excavation, Confined spacetrench rescue.

Don't see a training that applies to you? We are happy to consider your proposal. Have more questions? See the Workplace Safety Training Grant FAQs or email the DIA's Office of Safety directly via email. Reach us at: safety@mass.gov. "Visit www.mass.gov/dias-workplace-safety-grant to learn more.

# The Truth About Employee Retention Credits (ERC) and How to Process the Paperwork



The Employee Retention Tax Credit (ERC) has evolved to become more widely available to many small businesses. It is worth, in many instances, more than PPP and EIDL grants. The ERC is for your small business to help you financially make it all the way through this pandemic. You will be glad you spent the one hour listening to this concise and helpful Zoom recording from the SBA. It's the first time they are presenting on this topic.

Will your small business benefit? Take a listen and share with your payroll and accounting people to prepare your paperwork now. Watch the infosession online: https://bit.ly/3B79SRs

Drive smarter local marketing with insights and solutions from the USA TODAY NETWORK.

The power of knowing you are doing things right.



# Free & Affordable Business Workshops

Visit metrosouthchamber.com/events to see a complete list of workshops listed here. Want to host a workshop? Email CSchofield@metrosouthchamber.com



Why & How to Certify Your Business as "Women-Owned"

Date & Time: 9/6 @ 12pm

**Description:** Are you interested in

learning more about Women's Business Enterprise National Council WBE Certification? The Center for Women and Enterprise offers WBENC Certification for fully formed businesses that are majority (51% <) womenowned, operated, managed, and controlled. There is no baseline business size and/or revenue, but we do not certify non-profits. Join us for this 1 hour webinar to learn about the world of supplier diversity, State and Federal certifications, eligibility requirements, and the WBENC certification process. This is a great opportunity for you to ask all of your questions about certification!



I'm Certified. Now What? Date & Time: 9/13 @ 12pm

**Description:** Have you just received your WBENC Certification and are unsure about

where to start? Join us for this webinar where we review the WBENC National network, share certification reminders, opportunities open to certified businesses, resources for you to utilize, and ways to engage in the WBENC community.



Division of Capital Asset Management and Maintenance (DCAMM) Contractor Certification Workshop

**Date & Time:** 9/29 @ 10am

**Description:** This program will cover the DCAMM Certification Online Application requirements and the process for becoming certified as a Prime Contractor, a Small Prime Contractor and a Filed Sub-Bidder for those parties interested in bidding on M.G.L. Chapter 149 and 149A vertical building construction work in the Commonwealth. Contractor Certification is responsible for promoting equality of opportunity in state construction contracting and encouraging full participation of minority and women owned businesses in all areas including contracts for construction, design, goods and services.



with Google Analytics
Date & Time: 10/4 @ 12apm
Description: Join Bryan Caplan,
Trainer for Grow with Google, for
an info-packed webinar dedicated
to growing your business online. In
this 45-minute webinar, you'll learn
best practices and analyze trends
about how customers engage with
your business online, then turn
these insights into well-informed,
actionable decisions. A focus on
Google Analytics and how to use
this tool to make better business
decisions.

**Make Better Business Decisions** 



Apply for Diversity Certification as a Massachusetts-based Business

**Date & Time:** 10/27 @ 10am

**Description:** 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. During the certification process, the SDO investigates applicant companies to make sure they meet applicable legal requirements. Under state regulations as defined in 425 CMR 2.00, the applicant firm must prove it is at least 51% owned and dominantly controlled by adult minority, women, Portuguese, or veteran principals who are U.S. citizens or lawful permanent residents. Firms also must be ongoing and independent.

### **Business Entrepreneurial Workshop Series**

**Basic Entrepreneurial Workshop: Business** Fundamentals

Date & Time: 9/20/2022 @ 10AM



**Basic Entrepreneurial Workshop: Business Financials** 

**Date & Time:** 9/22/2022 @ 10AM **Register:** seedcorp.com/events **Description:** SEED Corporation and Webster Bank in cooperation with the MA Small Business Development Center provide this free, virtual entrepreneurial workshop in which participants will learn how to read and a balance sheet, income statement, and cash flow statement, and keep on top of their business finances. The workshop also explains how a small business owner can anticipate financial needs in order to operate the business more efficiently through a deeper understanding of their financial picture. The workshop is open to anyone 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

**AWS Business Services LLC Arthur Stameris** 

40 Harrow Road Norwood, MA 02062

(855) 951-1080

awsbusinessservices.com

Credit Card Processing

### Be Inspired Together, Inc.

Marci DaCamara 247 Washington Street, Suite 26 Stoughton, MA 02072 (508) 930-0154 beinspiredtogether.org

### **Fox Pest Control**

Pest Control

# **Maxillofacial Surgeons**

Dr. John F. Coyne Brockton, MA 02301 (508) 588-0200 drcoyne.net Dental

For membership, contact: Marcy Venezia

# **RENEWING** Members

### Thank you!

Non-Profit

A.J. Roberto Mechanical Company Alpha Chemical Services, Inc. Annunciation Greek Orthodox Church of Brockton, Inc. **Bay State Shredding** Brack's Grille & Tap

**Bridgewater State University** Bristol County Savings Bank

Brockton Area Multi-Services, Inc.

**Brockton Day Nursery Brockton Historical Society** 

**Brockton Parking Authority** 

**Brockton Symphony Orchestra** 

Buzz Around, LLC

C.M. Petti Market & Deli Capital Lease Group, LTD.

CareerWorks/UMDI

CATAX, Inc./Christos Liapopoulos Collins Crane & Rigging Service, Inc.

Column Health

Comeau & Kelly Construction, Inc Council on Aging Mary Cruise

Kennedy Senior Center

Curtin Bros. Oil D.W. Clark, Inc.

**Envision Bank** 

Family & Community Resources, Inc.

Wealth Management GROW Associates, Inc.

Gary R. Oman, CPA, PFS, MST U.S.

Mr. Grayson Thiel 1296 Park Avenue B Cranston, RI 02910 (508) 576-5662

fox-pest.com/bristol-county-ma

Southeastern Oral &

951 North Main Street

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

# Heights Crossing Assisted Living, LLC

Italian Kitchen Jack Conway & Company, Inc.

II's Caffe

John T. Veale, D.M.D., Peter G.

Veale, D.M.D. Inc.

Landerholm Electric Company, Inc.

NeighborWorks Housing Solutions

New England Baling Wire, Inc. Pinecraft Signs & Graphics

Precision Installations Inc.

Premium Printer Supplies

**Proven Behavior Solutions** 

Renz Counseling

Residence Inn Marriott Boston/Bridgewater

Rotary Club of Brockton

South Shore SoftWash, LLC St. Anne's Credit Union

St. Joseph Manor Health Care, Inc.

The Arbors Assisted Living of Stoughton

The Arc of Greater Brockton

The Mattress Maker of New England

Town of Bridgewater Vicente's Tropical Grocery

Vitra Adult Day Health

Wal Mart #2122 Wal-Mart

Wal-Mart #2904 Brockton

Ward Enterprises

**Report of the Nominating Committee** 



The Chamber Board of Directors, composed of a broad cross-section of Chamber members, is responsible for policy direction for the organization. For continuity, board terms are staggered over three years. The Chamber's Nominating Committee proposes the following slate of candidates to fill terms expiring this year on the Board of Directors.

Nominated to serve in the Class of 2025 are Chuck Jones, Harbor Health; Sue Joss, Brockton Neighborhood

Health Center; Matthew Osborne, Eastern Bank; Albert Senesie, Victory Human Services; and Rich Spencer, North Easton Savings Bank.

Nominated to serve a two-year term in the Class of 2024 are Joseph Casey, HarborOne Bank; Donald Donnalson, Beantown Builders, Inc.; Nelson Fernandes, JJ's Caffe; and Andrew St. Pierre, Brockton Plumbing & Heating Supply.

Nominated to serve a one-year term in the Class of 2023 are Fred Clark, Bridgewater State University; David Teixeira, The Mattress Maker of New England; Lisa Strattan, The Enterprise; Doug Smith, Stonehill College; Ray DiPasquale, Massasoit Community College; and Robert Haffey, Signature Healthcare.

In accordance with the Chamber bylaws, additional names of Chamber members can be nominated by petition bearing the signatures of at least 30 member firms in good standing. Such petitions must be filed by September 9, 2022. If a legal petition is presented with additional candidates, the names of all candidates will be mailed to all active members. If no petition is filed, the nominations shall be closed and the nominated slate will be elected by the Board at their October meeting.

New Board members will take office at the Chamber's Annual Meeting on November 16, 2022. All Board of Directors' meetings are open to any Chamber member who wishes to attend.

# SECURE YOUR SEAT FOR THE 2022 - 2023 SEASO

The new season of Metro South Chamber events is about to begin, and we want you to be there! Reserve your 2022 - 2023 Season Ticket now and get access to events all year long. The season ticket includes:

- Now including the Legislative Reception
- All Good Morning Metro South Programs (5 Programs, \$195 value)
- All Business After Hours (12, up to \$60 value)
- Annual Legislative Luncheon (\$39 value)
- ATHENA Award Luncheon (\$39 value)
- Small Business Awards Luncheon (\$39 value)
- 1 Taste of Metro South Ticket (\$35 value) All for just \$289 (Savings of 19% +)

SEASON TICKET AND ADDITIONAL SAVINGS OPTIONS

Season Ticket: # Discounted Tickets x \$289 = \$
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For more information, contact Cathryn Schofieled at CSchofield@ metrosouthchamber.com or call (508) 586-0500 x 231.

# **Brockton Greek Food Fest Returns 9/15 - 9/18**



Annual September Food Festival @ Annunciation Greek Church, 457 Oak Street in Brockton.

Thursday Sept. 15 11am -9pm Friday & Saturday 11am-11pm Sunday 12-6pm

Authentic Greek food & pastries, Greek coffee, Greek dance performances, church tours, market place, and more.

Live Greek music Friday and Saturday 6-11pm with Athenian Entertain Featuring Georgios Karatzas.

Visit BrocktonGreekFest.com to learn more.

# 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

# **Brockton Neighborhood Health Center Gala**



### October 6 @ Rondileau Grand Ballroom, Bridgewater State University

It started so small — as a medical van parked behind a Brockton church in 1994. Twenty-eight years since these humble beginnings, BNHC has evolved to become one of the biggest and busiest community health centers in the state, operating three clinics — among them a \$17 million building on Main Street — and serving more than 37,000 patients each year. We hope you'll join us as we celebrate 28 years of caring for the region, and look ahead to a healthy and fit future.



**Event Honoree:** Kenneth Feinberg, a 1963 graduate of Brockton High School and acclaimed Washington attorney, has become one of the most recognizable figures of his time due to his mediation work in the nation's largest legal cases. Best known for his volunteer work overseeing the 9/11 Victim's Compensation Fund and the Boston Marathon One Fund, he also settled the case surrounding the use of Agent Orange in Vietnam, which left thousands of veterans sick; the 2010 BP

oil spill in the Gulf of Mexico, which was the largest marine oil spill in history; and cases and the mass shootings at Virginia Tech University and Sandy Hook Elementary School in Connecticut. Visit www.bnhc.org/gala to learn more.

# **Small Business Resource; We Speak Portuguese!**



Theresa Lobo-Albin, Small Business Assistance



Theresa Lobo-Albin on the chamber staff 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.metrosouthchamber. com/resources/business-assistance. Individual counseling is available by appointment.

### **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 local government and the business community between and is committed to promoting goodwill among business owners, operating in an ethical manner, and supporting the community they serve. Visit bridgewaterbiz.biz for more information.

Connect 24

The Connect **Business** Alliance (C24BA), formerly the Randolph & Stoughton Chambers of Commerce, was formed to increase support for our members and provide more opportunities for our local business community to thrive. Visit connect24ba.com to



Please

The East Bridgewater Business Association (EBBA) was founded environment in 1993 "to promote a healthy business in East Bridgewater and to provide services to assist its members including education, networking and fellowship." 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 goal of increasing economic opportunities and fostering a

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.

# **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!







ECONOMIC DEVELOPM

FOR THE LIFE OF YOUR BUSINESS

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.score.org, www.sema.score.org, www.boston.score.org, or by calling (508) 587-2673. Ahead for the month and beyond...

**September 6:** Your Marketing Roadmap - Ask the Questions You Need Answered

**September 7:** Business Planning - The Simple Way

**September 8:** HUBZone Certification Process and Program Updates

**September 8:** Understanding Financial Ratios - For The Health of Your Business

September 13: Strategic Analysis Using Microsoft Excel

**September 13:** *Leadership and Creativity* 

September 14: Multiply Your Small Business Success using Public Speaking even online

**September 15:** Live Q&A - Expert Solutions and Advice for Hispanic-Owned **Businesses** 

**September 20:** Business Types and Models that are Recession Resistant

September 29: 2022 Year-End Tax Planning for Your Business

# Networking Group USA Partners with Chamber: Easton, Halifax, and West Bridgewater



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 Group USA has open seats for building your business by referral. Flexible, growth oriented and affordable, meeting are twice a month in person or via zoom.

Easton NGU - meets 8am, 2nd & 4th Weds via Zoom with quarterly social events contact MarcyVenzia@ gmail.com

Waters NGU - Meets 8:30am 1st & 3rd Thurs at Keeping

Pace with Multiple Miracles in W. Bridgewater Contact Jane.McCarthy@rate.com

Taunton NGU meets 9-10am 1st & 3rd Tues Contact Kevin at QuackSellsHomes@gmail.com

To learn more contact Marcy Venezia at 781-223-8221 and watch this 3 minute video of the Waters Group overview. https://bit.ly/3LJ1Dh0

### **New Vision Enterprise**



188 Court Street, Brockton • (774) 539-7395 www.nveconstruction.com

"Our past projects include both new construction and "Proud to provide payroll, HR, retirement and insurance repairs/restorations. Occupied and fully operational job sites are never a problem. And we can also plan, manage, and build multi-phase jobs. We offer an end-to-end client experience that includes seamless communication, budgeting, staffing, on-site organization, and solid, quality project expertise every time."

### **Paychex**



200 Foxboro Blvd, Foxboro • (617) 877-6723 www.paychex.com

services to 670,000 businesses. Paychex, Inc. (NASDAQ: PAYX) is a recognized leader in the payroll, human resource, and benefits outsourcing industry, with a steadfast commitment to success and a record of achievement that continues a tradition of delivering excellence. Paychex serves approximately 670,000 payroll clients across more than 100 locations and pays one out of every 12 American private sector employees.'

### **South Shore Habitat for Humanity**



77 Accord Park, Unit D-7, Norwell • (781) 337-7744 www.sshabitat.org

"For 36 years South Shore Habitat has been helping individuals build and improve a place to call home. Founded in Norwell in 1986 as an affiliate of Habitat for Humanity International, South Shore Habitat serves 32 cities and towns south and southwest of Boston. It is thanks to the support we have received from our generous donors, devoted volunteers, corporations, foundations, staff and local communities that we are able to build homes and change lives."

### 160 Driving Academy



500 Belmont Street, Unit #302, Brockton • (351) 251-1160 www.160drivingacademy.com

"All it takes is four weeks, and you can start earning great wages with guaranteed Truck Driving Jobs! Train to become in-demand in this fast-growing industry. In just four weeks, you'll learn from the top driving instructors in the state, and connect with the leading trucking companies in the U.S. for employment opportunities. Find the job training and career support you need at 160 Driving Academy, where we invest in you and your

### 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 startup 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 Quick-Books 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.metrosouthchamber.com



# **BUSINESS EVENTS** Planner

### September 07

**Ambassador Meeting** 

9:00AM

Virtual meeting via Zoom

Want to become a Chamber Ambassador and advocate for the Metro South business community? Contact Cathryn Schofield at (508) 586-0500 x231 or email CSchofield@metrosouthchamber.com.

### September 15

### **Business After Hours with Heights Crossing**

5:00PM

35 Christy's Place, Brockton

Join us for an evening of networking on the patio with lawn games, snacks, and tours of Heights Crossing's newly renovated community.

Register: metrosouthchamber.com/events

### September 23

**Good Day Metro South** 

11:45AM

Thorny Lea Golf Club 159 Torrey Street, Brockton

Featuring new Brockton Police Chief, new Brockton Redevelopment Authority Director, new industry to Brockton; join us for lunch and catch up!

Register: metrosouthchamber.com/events

### October 12

### **32nd Annual Legislative** Reception

5:00PM

Donahue Hall @ Stonehill College 320 Washington Street, Easton

MEET YOUR LEGISLATORS!

Register: metrosouthchamber.com/events