

METRO SOUTH

CHAMBER OF COMMERCE

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED

★ ★ ★ ★ ★

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.



John Santos, Mass Growth Capital Corp. • Page 6



Secretary Kennealy, Housing and Economic Development • Page 7

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November 2022

www.metroouthchamber.com

“Life is Good” November 16 - Metro South 109th Annual Meeting

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

109th ANNUAL meeting

November 16, 2022



Steve Gross, Life is Good Kids Foundation

109th Annual Meeting Luncheon 12:00 pm - 1:30 pm

Premier Sponsor: 

Supporting Sponsor: 

We invite you to join over 300 business people and community leaders to celebrate businesses working together for the future of the Metro South Region at our 109th Annual Meeting!

This special event will feature keynote speaker Steve Gross, Chief Playmaker of the Life is Good Kids Foundation. There will be award presentations, valuable networking opportunities, and extraordinary giveaways for each attendee.

Tickets are \$125 for members and \$159 for future-members. To reserve your ticket now, please visit metrosouthchamber.com/calendar. *Continued on page 2.*



BUSINESS-2-BUSINESS EXPO

10:30 am - 12:00 pm & 1:30 pm - 3:00 pm

Explore products and services of value to your business and make profitable contacts. Over 40 exhibitors are expected. Be sure to make time before or after the Annual Meeting to visit the Expo. It is free to walk the floor, but please register in advance.

Expand your business and reach over 300 people at the Business-2-Business Connection Expo. The Expo was designed as a personal table top expo for local businesses to share their products and services.

Tables are \$499 for members and \$599 for future-members. Luncheon tickets must be purchased separately. Space is limited and will be reserved on a first come-first service basis.

Expo Tables are going fast!

Register Now to Reserve Your Space.

Free to walk the expo floor.

Premier Expo Sponsor:



Supporting Expo Sponsor:



Richard Hynes Elected Chamber Chair



The Chamber is pleased to announce that Rich Hynes, President and CEO of Barbour Corporation headquartered in Brockton, MA with facilities in Atlanta Georgia, was elected to serve as Chair of the Metro South Chamber of Commerce. Rich joined the Chamber Board of Directors in 2014, serving in several roles with the Chamber’s Executive Board including Chair-Elect since 2020. Rich was born and raised in Brockton and lives in East Bridgewater currently. See the full list of Chamber board members on page 3.

Election Day is November 8

Local elections will take place on Tuesday, November 8. Show your support for your local community and candidates by performing this important civic duty. To learn about your polling locations, visit [www.sec.state.ma.us/WhereDoIVote](http://www.sec.state.ma.us/WhereDoIVoteMA/)



Good Day at Good Sam. 12/16 - Noon Save the Date

Premier Sponsor:



Host:



Friday, December 16 | 12:00 pm - 1:45 pm | Good Samaritan Medical Center

Please join us **Friday, December 16th at noon for a Good Day Metro South luncheon**. Hosted at the Moakley Center at Good Samaritan Medical Center, 235 N. Pearl Street in Brockton, and sponsored by Cambridge Savings Bank. *More info TBA!*

Bring Your Team - Be Inspired!



Premier Sponsor



Supporting Sponsor

109th ANNUAL meeting

November 16, 2022



Premier
Expo Sponsor



Supporting
Expo Sponsor

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

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

Steve's talk speaks to the individual – with tools on filling up their cup, building life-changing relationships and connecting with their deeper purpose. His unique approach to engaging audiences in learning sparks a real-time understanding of an individual's role in fostering positive culture, leadership and customer experience.

Steve's high energy, humor, and simple delivery of these deep, life-altering ideas leave audiences feeling inspired and empowered to leverage the power of optimism in their personal and professional lives." To learn more, visit www.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.



Contributing Sponsors & Partners:



Business-2-Business Expo Participants:

Promote Your Product or Service! Expo Tables Going Fast, Register Now

Bluestone Bank
Bridgewater State University
Brockton Area Transit Authority
Brockton Redevelopment Authority
Burgess Pest Management
Combined Insurance of America
Eastern Bank
The Enterprise
Father Bill's and MainSpring
HarborOne Bank
Hub Technical Services
Hutcheon's Flowers & Holmes-McDuffy
Luke Jackson Benefit & HR Solutions
JM Pet Resort

Massasoit Community College
MassHire GBWB
Metro South Chamber of Commerce
Murphy, Hesse, Toomey & Lehane, LLP
North Easton Savings Bank
OCES - Old Colony Elder Services
Old Colony Planning Council
Old Colony YMCA
SCORE
SCU Credit Union
Sign Design, Inc.
Wright Technology Group
U.S. Small Business Administration

Corporate Table Sponsors:

Abington Bank
Barbour Corporation
Bluestone Bank
Bridgewater State University
Brockton Area Transit Authority
Brockton Housing Authority
Brockton Neighborhood Health Center
Brockton Redevelopment Authority
Crown Uniform & Linen Service
Eastern Bank
The Enterprise
Father Bill's and MainSpring

Good Samaritan Medical Center
HarborOne Bank
JM Pet Resort
Massasoit Community College
MassHire GBWB
National Grid
North Easton Savings Bank
OCES - Old Colony Elder Services
Old Colony YMCA
Rockland Trust Company
SCU Credit Union
UMass Donahue Institute

BOARD OF DIRECTORS, OFFICERS

Chair of the Board Richard Hynes, Barbour Corporation	Vice Chair Economic Development George Spilios, Crown Uniform & Linen Service
President and CEO Christopher Cooney, CCE, MPA, Metro South Chamber of Commerce	Vice Chair Government Affairs Fred Clark, Bridgewater State University
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	Immediate Past Chair Joseph Casey, HarborOne Bank

BOARD OF DIRECTORS, DIRECTORS

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Todd Copeland - Copeland Auto Group	Albert Senesie - Victory Human Services
Ray DiPasquale - Massasoit Community College	Doug Smith - Stonehill College
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Nelson Fernandes - JJ's Caffè	Andrew St. Pierre - Brockton Plumbing & Heating Supply
Robert Haffey - Signature Healthcare	Lisa Strattan - The Enterprise
Matthew Hesketh - Good Samaritan Medical Center - Steward Health Care	David Teixeira- The Mattress Maker of New England
Chuck Jones - Harbor Health	
Kelly Mallory - Mallory Headsets, Inc.	

CHAMBER STAFF (508) 586-0500 Front Desk x 221

Christopher Cooney, CCE, IOM, MPA President and CEO x 223	Membership Membership Sales x 229
Emma Stratton Director of Communications x 222	Theresa Lobo-Albin Finance x 230
Cathryn Schofield Programs & Events Coordinator x 231	Newsletter Written & Designed by Emma Stratton. Printing Provided by The Enterprise.

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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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!

November

02	Ambassador Meeting <i>Online meeting held via Zoom</i>	9:00 am
02	Make Your Website Work for You <i>Online workshop, Grow with Google</i>	2:00 pm
16	109th Annual Meeting & B2B Expo <i>Adult & Teen Challenge Center, 1315 Main Street, Brockton</i>	10:30 am

December

02	Launch Your Business with Customer-Focused Marketing <i>Online workshop, Grow with Google</i>	10:00 am
07	Ambassador Meeting <i>Online meeting held via Zoom</i>	9:00 am
15	Apply for Diversity Certification as a Massachusetts-based Business <i>Online workshop, MA Supplier Diversity Office</i>	10:00 am
16	Good Day Metro South <i>Good Samaritan Medical Center, 235 N Pearl St., Brockton</i>	12:00 pm

The Ambassador Team meets on a monthly basis to serve fellow members by providing information, resources, member-to-member support, increasing awareness and promoting active participation in Chamber programs and services. To learn more, please email Cathryn at CSchofield@metrosouthchamber.com.



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.

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.

of products, from signage, to PPE, to business essentials, and more! Visit www.metroouthchamber.com/membership/savings/ to learn more.

MSBDC Calendar - Online Training

Visit msbdc.org/training to register

- 11/4: Best Practices for Global Trade Compliance Risk Assessment
- 11/7: Basics of Starting Your Business
- 11/8: How to Open a Business in Massachusetts Legally
- 11/8: Fraud & Cyber Crime Awareness for Businesses
- 11/9: Writing a Business Plan Part 2 - The Business Description
- 11/9: Nuts and Bolts for Federal Contracting
- 11/10: Massachusetts Health Connector: Affordable, Flexible Health Coverage for Small Business
- 11/10: Business Tax Considerations for 2022 and 2023
- 11/16: How to Become a Women-Owned Certified with SBA
- 11/16: Writing a Business Plan Part 3 - Location and Facilities
- 11/17: Basics of Starting Your Business



New England Regional Job Fair

November 15-16
10 a.m. to 2 p.m.
Online via Premier



First-hour priority for Veterans on both days!

EMPLOYERS, PARTICIPATE IN THE FIRST-EVER VIRTUAL NEW ENGLAND JOB FAIR!

Free to qualifying New England-based and operating companies, big or small.

Employers may attend any of the two days relevant to their hiring needs.



REGISTER YOUR COMPANY TODAY!

or visit <https://bit.ly/NEJobFairEmployer>

Tuesday, November 15
 Industry Spotlight - Education, Healthcare, and Hospitality

Wednesday, November 16
 Industry Spotlight - Engineering, Construction, Manufacturing, Transportation, and Warehousing



The virtual New England Regional Job Fair will be held on Premier Virtual and allows employers to interact with job seekers through a virtual booth, instant message or chat, and view resumes. Click here for a preview and see how easy it is!

Questions? Please contact your local [MassHire Career Center](#).

Registration Deadline: November 1, 2022.

MassHire Programs and Services are fully funded by U.S. Department of Labor (USDOL) Employment and Training Administration grants. Additional details furnished upon request.

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



Compass Medical, will open Steward Novacare Medical, a family medicine practice, on Dec. 1.

"I am delighted to join Steward Medical Group and to be a part of Steward Health Care," said Dr. Patel. "My staff and I look forward to welcoming patients to our new home and continuing to provide them with high quality health care close to home."

Dr. Patel, who has a clinical interest in preventative care, hypertension and cardiovascular wellness, will be a member of the medical staff at Good Samaritan Medical Center in Brockton. He received his medical degree from

the Pramukhswami Medical College, Sardar Patel University in Gujarat, India. He moved to the United States shortly after his graduation and completed his Family Medicine residency at the University of Medicine and Dentistry/Hoboken University Medical Center. He is a member of the American Academy of Physicians and the Massachusetts Medical Society.

"We are thrilled to welcome Dr. Patel as a member of Steward Medical Group and look forward to his care of our patients at Steward Novacare Medical, working in collaboration with Good Samaritan Medical Center," said Amy Guay,

MPH, FHFMA, president of Steward Medical Group.

Steward Novacare Medical, located at 401 North Bedford St., East Bridgewater, will be open seven days a week, welcomes walk-in patients, and will provide primary care and urgent care. The practice will also have a blood draw station, X-ray and ultrasound on-site. The practice is located across the street from Dr. Patel's previous medical practice and future growth plans include the addition of specialty care in cardiology and gastroenterology. Appointments may be scheduled by calling 781-375-3150.

Steward Medical Group and Good Samaritan Medical Center Welcome Akash Patel, MD, to New Family Medicine Practice

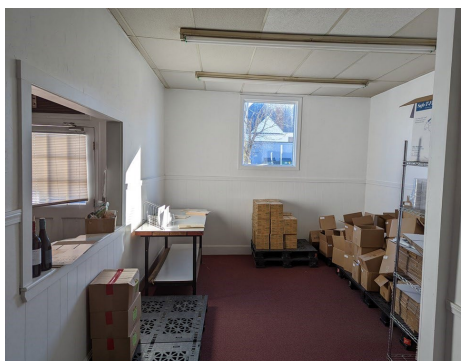
Steward Medical Group is pleased to welcome Akash Patel, MD, a board-certified Family Medicine physician who has provided care to thousands of patients along the South Shore during the last decade. Dr. Patel, a former partner and physician at

Real Estate Spotlight: 73 Belmont Street, Easton



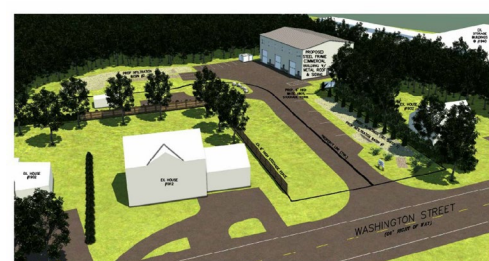
14,000 SF +/-, ideal medical office/office location. 3 Floors: 4,800 SF +/- Per Floor. Parking: 4 spaces, 1,000 SF/ Location: 0.9 miles to Route 24, 3.5 Miles to Good Samaritan Medical Center, 1.5 Miles to Brockton VA Medical Center, High Visibility Signage. Visit donahueassociates.com/property/6029, email betsy@donahueassociates.com or call (339) 206-7422.

Real Estate Spotlight: 16 Park, Rockland



Excellent opportunity to own a versatile building with flexible zoning options 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/real-estate/16-park-st-rockland-ma-02370/72927973/117288437 to learn more or contact Craig Shames, cshames@jackconway.com (781) 982-2333

Real Estate Spotlight: 1922 Washington, Stoughton



BIRD'S-EYE VIEW
NOT TO SCALE



PLAN VIEW

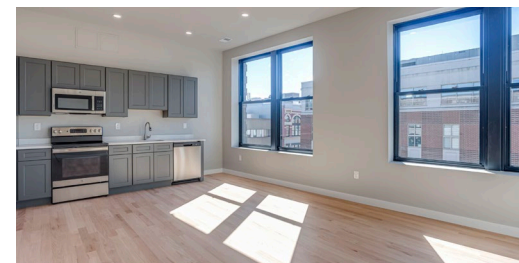


BUILDING ELEVATION VIEW
SCALE 1"=10'

Approved Development Opportunity. 3.12 Acre site approved for a 4500 sqft commercial building with mezzanine level. Visit www.droukasrealestate.com or contact Brian Droukas (508) 458-5000

Luxury Housing; 19 Main Opens After Renovation

"One Nine Residence", formerly the "First Parish" building, is a newly renovated historic site at 19 Main Street in Brockton. This complex will offer 20 units of luxury apartments on the upper levels, plus new ground level retail space. Find virtual tours on apartments.com



What is a Business Improvement District (BID)?

Business improvement districts (BIDs) are privately directed and publicly sanctioned organizations that supplement public services within geographically defined boundaries by generating multiyear revenue through a compulsory assessment on local property owners and/or businesses. BIDs, which are organized under State and local law, are managed by public or nonprofit boards, predominantly with local business representation, and sometimes with residents and local government officials as well. BIDs create collective economic benefits for their members that cannot be achieved on an individual basis. BIDs levy an additional fee on properties within a defined geographic area, and the proceeds are directed toward improvement purposes within the district. If authorized to do so, BIDs may rely on other sources of revenue, in addition to the compulsory fee, to fund their operations.

BIDs were first formed in the early 1970s to allow private property owners in traditional downtown or commercial areas to compete with private shopping malls. Private mall owners provide security, sanitation, and wayfinding services that are sometimes perceived to be better than those provided in traditional downtowns or commercial shopping districts. Local governments often believe that they cannot provide enhanced services to a commercial district (a subset of all taxpayers) without creating complaints about favoritism, inequity, or undue influence. Private businesses believed that if they individually voluntarily provided such services, non-contributing businesses would benefit unfairly (i.e., the "free rider" problem).

BIDs today tend to fund ongoing services and maintenance activities such as enhanced security, sanitation, and marketing. BIDs might also engage in capital projects important to transportation, such as bicycle and pedestrian improvements, landscaping, storefront renovations, and wayfinding signage. BIDs often develop their own branding and marketing schemes, including logos, slogans, and advertising.

To learn more about Business Improvement Districts in Massachusetts, visit www.mass.gov/service-details/business-improvement-districts-bid

32nd Annual Legislative Reception at Stonehill



LEGISLATIVE RECEPTION



Sponsors & Partners:



Stonehill College hosted the Metro South Chamber's 32nd Annual Legislative Reception in October. Photos courtesy of Rich Morgan Photography, visit [flickr.com/metrosouthchamber](https://www.flickr.com/photos/metrosouthchamber/) to view more.



Lisa Green, Town of Hanson and Daniel Salvucci, Town of Whitman Selectman.



Amy Korim, Breakaway Band and State Rep. Gerry Cassidy.



John Messia, City of Brockton and Tony Rodrigues, Brockton School Committee Ward 4.



Mayor of Brockton, Bob Sullivan.



Monica Lombardo and Erin Lombardo, Boys & Girls Club of Metro South.



Chris Cooney, Metro South Chamber; Tim Cruz, Plymouth County DA; and John Santos, Mass Growth Capital.



Doug Smith, Stonehill College; John R. Buckley, Jr. Registrar of Deeds; and Rev Denning, Stonehill College President.



Rita Mendes, Councilor-At-Large, City of Brockton and Whitman Selectmen Justin Evans and Shawn King.



John Yazwinski, Father Bill's and MainSpring, State Rep. Michelle DuBois; and Cynthia Hodges, Lady C&J Cafe.



Craig Barger, Town of Easton; Jim Breton, Office of Senator Michael Brady; State Rep. Carol Doherty; and Bridgewater State U. President Fred Clark.

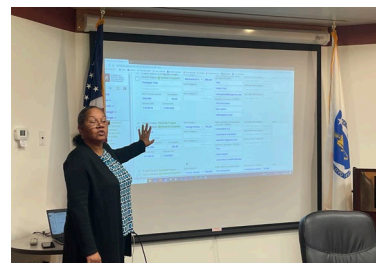


MaryJane Anene, Combined Insurance of America and Marcy Venezia, GleeWorks Holistic Coaching.



Sue Joss, Brockton Neighborhood Health Center moderated the event.

Chamber Hosts DCAMM Certification Workshop



Suzette Waters, DCAMM instructor.



Attendees of the recent DCAMM certification workshop at the Chamber.

Regional contractors gathered at the Metro South Chamber in Brockton to learn about the state's Division of Capital Asset Management and Maintenance (DCAMM) certification and online application. This program covers 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.

For information on DCAMM certification requirements, please go to www.mass.gov/dcamm/certification or call the DCAMM Contractor Certification at (857) 204-1305

Sold Out: Empower Digital Infosession at MSCC



An infosession covering Massachusetts Growth Capital Corporation's (MGCC) Empower Digital Grant for small businesses was recently held at the Metro South Chamber.

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 this grant.

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.



Tricia White, T.White Creations assisted attendees with an Empower Digital grant infosession at the Chamber.



Full house in the Chamber conference room, attendees eager to learn about the small business digital grant from MGCC.

Chamber Holds Business & Economic Summit with NEREJ, MA Secretary Kennealy and Tesler



Metro South of Boston, economic summit at Thorny Lea, Brockton.



Sue Whitaker and Margaret Laforest, Massachusetts Office of Business Development, MOBD.



Chris Cooney, MSSC; Senator Mike Brady; and Bill Callahan, William M Callahan Real Estate.



Panel 1: Secretary of MassDOT, Jamey Tesler; Dan Hodge, Cambridge Econometrics; Barry Crimmins, Platinum Partners; Bill Kingdon, Ellis Realty Advisors.



Panel 2: Secretary of Housing and Economic Development, Mike Kennealy; Ted Carman, Concord Square Development; Geoffrey Anatole, South Shore Property Management; Al Becker, Jack Conway & Co.



Geoffrey Anatole's newest project, "TRAX" apartments at 46 Montello Street (former site of D'Angelo's restaurant, vacant since 2011) will offer 64 units of market-rate housing in downtown Brockton adjacent to the MBTA commuter rail station, service in just 30 minutes to Boston.



Chris Cooney, MSSC; Rob May, Brockton City Planner; Dan Hodge, Cambridge Econometrics; Sue Whitaker and Margaret Laforest, Massachusetts Office of Business Development, MOBD.

Last week, the Chamber and the New England Real Estate Journal (NEREJ) partnered with business leaders from throughout the Metro South region to present the 2022 Metro South of Boston Summit at Thorny Lea Golf Club in Brockton. Two sessions featured discussion topics ranging from Opportunity Zones, housing and redevelopment, to transportation and improving infrastructure, and building for the future in the Metro South region.

Fred Clark, Bridgewater State University President, joined us as moderator. Participating panelists included Secretary Jamey Tesler, MassDOT; Dan Hodge, Cambridge Econometrics; Barry Crimmins, Platinum Partners, LLC; Bill Kingdon, Ellis Realty Advisors; Secretary Mike Kennealy, MA Executive Office of Housing and Economic Development; Ted Carman, Concord Square Planning & Development, Inc.; Geoffrey Anatole, South Shore Property Management, LLC; and Al Becker, Jack Conway & Co., Inc.

A video recording of the event will be available soon. Check metrosouthchamber.com/news-media/chamber-videos/ for updates!

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

The power of knowing you are doing things right.

Free & Affordable Workshops to Help You and Your Business Grow, Market, Succeed



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



Make Your Website Work for You

Date & Time: 11/2 @ 2pm

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.



Business Plan Basics

Date & Time: 11/8 @ 11am

Description: This workshop provides an overview of writing a business plan.

Topics include:

- Why you need to write a business plan
- Overview of each section of a business plan
- Research and writing tips
- Resources for help and support



Cash Flow Management

Date & Time: 11/10 @ 12pm

Description: Many new business owners feel intimidated by the financial aspects of

running their new venture, however, it is vital to the success of any business strategy. This workshop will help you to understand the importance of proper cash flow management and how it can help your business survive and thrive. In this session, you will:

- Learn the basics of cash flow projections and how it can help you avoid risks associated with cash flow shortages
- Understand how a cash flow projection can be used as a tool to project cash needs and resources
- Understand the key drivers of cash in your business
- Learn about some of the financial products available that may be able to support you in managing your business's cash flow

Launch Your Business with Customer-Focused Marketing

Date & Time: 12/1 @ 10am

Description: As a new entrepreneur, you'll need more than good products or services to grow your business. It's also important to have strong customer-focused marketing strategies to reach your audience and turn them into loyal customers. In this workshop, you will learn how to: Create a compelling brand, define your audience, convert customers, build loyalty and advocacy.



Apply for Diversity Certification as a Massachusetts-based Business

Date & Time: 12/15 @ 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.

Minority-Owned Businesses Lead the Change with Equity



Black Owned Businesses Lead the Change with Equity, Workforce Development Roundtable event.

WORKFORCE DEVELOPMENT ROUNDTABLE IN BROCKTON (10-18-22)

Organized by : Commonwealth Corporation in collaboration with Brockton Redevelopment Authority, Metro South Chamber of Commerce, Greater Brockton Minority Business Association, MassHire.

In the U.S., Minority business enterprises (MBEs) contribute substantially to the economy. Minority firms are growing at a faster rate than non-minority firms and the minority-owned business sector plays a critical role in reducing the unemployment rate nationally. Language and cultural barriers, technology gaps, and the lack of existing credit lines make it challenging for minority entrepreneurs to get the help and

funds they need to keep their doors open and staff on payroll-- and the situation is only getting worse.

Job creation, innovation, economic parity, and productivity in the country will suffer as a result of the loss of MBEs. As a result, Commonwealth Corporation and our local partners are dedicated to aggressively address the constraints in place to ensure the short-term survival and long-term success of MBEs.

Missed it? Watch the recording online, visit youtu.be/woNmJCV09Ew

RENEWING Members

Thank you!

Abington Bank	Healing Hearts Holistically
Belmont West Associates	Home/Health & Child Care
Berish Properties, Inc.	Servcies, Inc.
BizChecks Payroll Service	JM Pet Resort
Brockton Community Schools	Law Office of Paul E Clancy, Jr.
Brockton Education Association	MassDevelopment
Buffalo Wild Wings	Prism Energy Services
Burgess Pest Management	Revered Metal Roofing
Cape Cod Cafe, Inc.	See Plymouth
Champion City Transit	Self Help, Inc.
Management, Inc.	Summer St Financial Advisors LLC
Curry College, Graduate &	Tempus Unlimited, Inc.
Continuing Studies	Town of East Bridgewater
Edible Southeastern Massachusetts	University of Massachusetts Boston

Business Entrepreneurial Workshop Series



Basic Entrepreneurial Workshop: Business Fundamentals
Date & Time: 11/1/2022 @ 10AM
Register: seedcorp.com/events **Contact:** jmello@seedcorp.com
Description: SEED Corporation and Webster Bank provide this free, virtual entrepreneurial workshop in which participants will learn the fundamentals of planning, preparing for and financing a small business. Other business assistance resources explored will include programs and services administered by the U.S. Small Business Administration, Massachusetts Small Business Development Center, & SCORE. 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.

Basic Entrepreneurial Workshop: Business Financials
Date & Time: 11/3/2022 @ 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

Grace Baptist Church Riccardo Simon 101 Wales Avenue, Unit D Avon, MA 02322 (781) 297-2970 www.thatsgrace.org <i>Religion</i>	SIEMEDS Rev Emmanuel Yillah 57 Tupelo Street Brockton, MA 02301 (857) 777-8704 www.siemeds.com <i>Courier Services</i>
Medella Dental Dr. Sabrina Coombs 1034 N. Main Street Brockton, MA 02301 (508) 588-6964 www.medelladental.com <i>Dental</i>	The Point at Sharon Mr. Eric Romaniecki 133 Old Post Road Sharon, MA 02067 (781) 867-9805 www.thepointatsharon.com <i>Property Management</i>
Sodade Restaurant Inilda Monteiro 1145 Main Street Brockton, MA 02301 (774) 360-2111 <i>Restaurant</i>	<div>For membership, contact: (508) 586-0500 x 229 membership@metrosouthchamber.com</div>

Join the Chamber Now, \$1,000 in Incentives



Becoming a member of the Metro South Chamber of Commerce provides your business opportunities to accelerate its growth. When you join the Chamber, you become a leader within the business community and a member of the region’s most dynamic advocacy organization. Membership means potential new business prospects, new savings, access to valuable resources and information, a variety of marketing opportunities, and more, for you

and your business. Chamber membership is affordable no matter how small your business, and it provides your business with tremendous opportunity.
Join to Receive OVER \$1,000.00 IN PROMOTIONAL BENEFITS
FREE Member Listing in the Action Report newsletter (distributed to over 20,000)
FREE Member Profile in Action Report newsletter, distributed through *The Enterprise*
2 FREE Listings in the 2023/24 Guide to the Metro South Region
FREE 2022/23 Guide to the Metro South Region
FREE Chamber Business List in Excel or mailing labels, \$150 value
FREE Enhanced member listing on the Chamber website with hotlink to website
FREE access to members-only page of website to post discounts, events, and more
FREE opportunity to promote company at event share tables and at the Chamber
FREE opportunity to promote company in the Action Report
FREE business workshops
FREE membership sticker and virtual badge for your website.
Health Insurance Opportunities, Energy Power Purchasing Program, **And More!!**
(Base Rate is \$375 + \$5 per full time employee)
For more info or to set up an appointment call (508) 586-0500 x 229 or email membership@metrosouthchamber.com.

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

Employee Retention Credits (ERC)



Up to \$26K of tax credits per employee

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>

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: Patricia Jackson
(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

Edible South Shore & South Coast Changes Name

edible SOUTHEASTERN MASSACHUSETTS
~formerly known as *edible* SOUTH SHORE & SOUTH COAST

"Edible South Shore & South Coast, founded in 2008 just published its 60th issue and introduced its new name, Edible

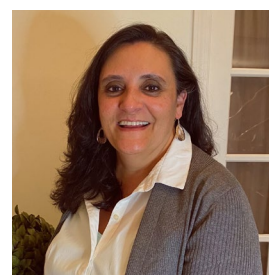
Southeastern Massachusetts today. The name change is to better represent the entire community it covers. This coverage includes over 50 towns and cities sandwiched between Boston, Rhode Island, and Cape Cod.

Laurie Hepworth and Michael Hart, the publishers of Edible Southeastern Massachusetts (Edible SEMA) want to encompass all the aspects of the coverage area both land and sea. "The name change represents the interconnectedness of the entire region—coasts, farms, suburbs, and cities—to each other and the greater Southeastern Mass area."

Edible SEMA is a hyper-local organization that celebrates the abundance of seasonal food, drink and unique independent businesses in Southeastern Massachusetts. Through its beautiful quarterly magazine publication, engaging website, events, and sponsorships, Edible SEMA embraces the locavore movement and looks to extend its relationships to serve the entire region. "Coastal and farming communities are lovely," continues Hepworth. "But we also strive to share important and meaningful stories of our more urban areas and have them feel that this is their magazine too." Four of the state's top ten largest cities are located within Edible SEMA-land are Brockton, Fall River, New Bedford, and Quincy. Taunton, Weymouth, and Attleboro are not far behind on that list.

Founded with the belief that food choices do make a difference—to one's health; to the health of the planet; and to the enjoyment of life, Edible SEMA started as Edible South Shore, then added South Coast in 2013. The current name change is a natural progression in encompassing all those committed to a sustainable, local food culture in the region. Edible SEMA is a member of Edible Communities, the largest media organization devoted to the local food movement."Visit www.ediblesema.com 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



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.

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

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!



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...

November 3: *Modern Day Technology - Using Hardware to Work Smarter, Not Harder!*

November 8: *The Entrepreneurs Pathway to Capital - A Fresh Approach to Capitalize Your Business*

November 9: *Do You Have the Personal Finances to Start a Business? Step-by-Step Financial Assessment Workshop*

November 15: *Supplier Diversity & Certifications - You Have Questions, SCORE Has Answers*

November 17: *Live Q&A - Expert Advice for Veteran Entrepreneurs*

November 29: *The Basics of E-Commerce - How to Establish Your Online Presence*

December 6: *Ask an Expert - Your Website Questions Answered*

December 7: *How to Write a Business Plan & Avoid Getting Stuck in Planning Process*

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>

Fox Pest Control



1296 Park Avenue B, Cranston, RI • (508) 576-5662
www.fox-pest.com/bristol-county-ma

"After working in the pest control industry for years, brothers-in-law Mike Romney and Bryant White opened the first Fox Pest Control branch in 2012. They founded their company on the belief that hard work and integrity would enable them to grow their business successfully -- and they were right! Fox now numbers more than 30 branches, all operated by local residents, small families who take pride in working hard, serving their community, and living the Fox Core Values. Family matters at Fox. When you join the Fox family, we take care of you like our own."

Grace Baptist Church



101 Wales Avenue, Unit D, Avon • (781) 297-2970
www.thatsgrace.org

"We believe that it doesn't matter how long it's been since you've gone to church, what you wear, or who you vote for. At Grace Church we are passionate about helping you, your friends, and your neighbors find and follow Jesus and to make a lasting difference in our surrounding communities."

Be Inspired Together, Inc.



247 Washington Street, Suite 26, Stoughton • (508) 930-0154
www.beinspiredtogether.org

"I founded this company around the idea that every engine regardless of size matters! All small equipment will be tested and handled with love. We can pick up and deliver. (just ask about this added service) Our company pays special attention to the details of our work to ensure the complete satisfaction of each client. Your satisfaction is our #1 priority."

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
www.metroouthchamber.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:



The Enterprise



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

November 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 Schofield at (508) 586-0500 x231 or email CSchofield@metrosouthchamber.com.

November 02

Make Your Website Work for You

2:00PM

Online workshop, Grow with Google

Learners will discover how to create a search-friendly website that drives user action and supports their goals.

Register: metrosouthchamber.com/events

November 16

109th Annual Meeting

10:30AM

Adult & Teen Challenge Center @ 1315 Main Street, Brockton

Bring your team - be inspired. Guest Speaker "Life is Good" Kids Foundation founder, Steve Gross. B2B Expo, awards, networking, giveaways, and more.

Register: metrosouthchamber.com/events

December 02

Launch Your Business with Customer-Focused Marketing

10:00AM

Online workshop, Grow with Google

In this workshop, you will learn how to: Create a compelling brand, define your audience, convert customers, build loyalty and advocacy.

Register: metrosouthchamber.com/events