

# Actionreport



October  
2022

www.metroouthchamber.com

Leading Businesses  
Leading Communities



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



Peter McConnell, Heights Crossing • Page 6



Khady Mascarenhas, Brockton Redevelopment Authority • Page 6

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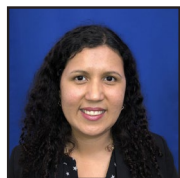
## Meet Your Elected & Selected Officials on October 12 in Easton

Wednesday, October 12 | 5:00 pm - 7:30 pm | Donahue Hall, Stonehill College | 320 Washington St., North Easton

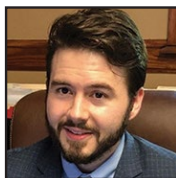


The Metro South Chamber of Commerce cordially invites members of the business community, candidates for public office, and state, federal, and local elected officials to gather on **Wednesday, October 12th** for the **32nd Annual Legislative and Candidates Reception**. The reception will be held at Donahue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

### Elected/Selected Officials Anticipated to Attend:



**Joyce Asack**  
Brockton School Committee - Ward 6, Vice Chair



**Jack Buckley**  
Plymouth County Register of Deeds



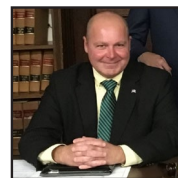
**Dottie Fulginiti**  
Town of Easton



**Shawn Kain**  
Town of Whitman



**Carl Kowalski**  
Town of Whitman



**Randy Lamattina**  
Town of Whitman



**Craig Barger**  
Town of Easton



**Kathleen Ehlers**  
Brockton School Committee - Ward 1



**Alex Bezanson**  
Town of Abington



**Justin Evans**  
Town of Whitman



**Marc Lamb**  
Town of Easton



**Scott Lambaise**  
Town of Abington

**Frank Lynam**  
Town of Whitman

**Rita Mendes**  
Councillor-at-Large, City of Brockton

**Susan Nicastro**  
Brockton City Council, Ward 4

**Connor Read**  
Town of Easton

**Daniel Salvucci**  
Town of Whitman

**Timothy Sullivan**  
Brockton School Committee - Ward 7

**Alyson Sullivan**  
State Representative

## "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



See page 5 for details.



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

## 10/26 Business Summit Highlights Housing, Economic Development



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, improving infrastructure, and building the future of the Metro South region.

Regional leaders participating include Bridgewater State University; Cambridge Econometrics; Concord Square Planning & Development, Inc.; Ellis Realty Advisors; Jack Conway Real Estate; MA Secretary of Housing & Economic Development, Mike Kennealy; MA Secretary of Transportation, Jamey Tesler; Platinum Partners, LLC; South Shore Property Management LLC; and more. *Bios and more info continued on page 2. Please visit [metroouthchamber.com/events](https://www.metroouthchamber.com/events) to register online.*

### FEATURED:



Secretary Kennealy,  
Housing & Economic  
Development



Secretary  
Jamey Tesler,  
Transportation



# Metro South Economic Momentum Summit 10/26

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



Geoffrey Anatole, South Shore Property Management

**Geoffrey Anatole** has been in the role of Principal at South Shore Property Management, LLC for 15 years, specializing in the acquisition, management, and development of multi-family properties. He holds a bachelor's degree from University of Connecticut and an MBA with an emphasis on finance from Northeastern University. Anatole is also a licensed construction project manager and construction supervisor.

His two most recent developments are both Brockton properties; a five-level 44-unit luxury apartment building located at 47 West Elm Street, and the Standard Modern Co. Residences, 24 luxury apartment building, built at 47 Pleasant Street.



Al Becker, Jack Conway Realty

**Al Becker** is the Chief Operating Officer and Executive Vice President at Jack Conway, Realtor. He oversees operations, marketing, education, relocation and corporate services, as well as supporting the sales team.

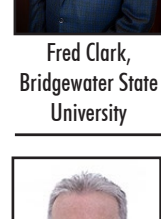
He joined the company in 2007 and worked as Director of Public Relations before a promotion to VP of Marketing/Operations in 2009. Prior to Conway, Becker worked for 15 years in the newspaper industry as a sportswriter, sports editor, news editor and ultimately, managing editor at GateHouse Media where he ran The Daily News Transcript and eight associated weekly papers.



Ted Carman, Concord Square Planning & Development, Inc.

**Ted Carman** has spent over thirty years in the residential real estate business, including the development, financing, and management of hundreds of units of market rate housing. His development work has focused primarily on downtown redevelopment, mill conversions and historic renovation, and also includes many years of non-profit community development work, mostly with affordable housing, but also including live-work artist space, and extensive downtown revitalization and economic development.

**Frederick W. Clark Jr., Esq.**, is the 12th president in the 180-year history of Bridgewater State University, his alma mater. The advancement of student success has been the cornerstone of President Clark's leadership. Under President Clark's leadership, BSU aspires to become a national leader in removing barriers to academic success, providing the necessary supports to help each and every student grow and succeed, and eliminating achievement gaps among all student groups.



Fred Clark, Bridgewater State University

Meanwhile, the university continues to build upon its nationally recognized undergraduate research program and expand experiential learning opportunities for students through its study abroad, honors and paid internship programs. Under President Clark's leadership, BSU's full-time faculty ranks have grown to the largest in the institution's history.



Barry Crimmins, Platinum Partners

Because ensuring access to high-quality higher education remains a priority, President Clark has forged ground-breaking relationships with neighboring Massasoit Community College and Bristol Community College (CC2BSU) to help students transition to a four-year degree, and is expanding BSU's College of Continuing Studies to serve the needs of adult learners.

**Attorney Barry R. Crimmins** is the principal of the Law Offices of Barry R. Crimmins, P.C., with offices located in Stoughton,

Falmouth and Hyannis, Massachusetts. Attorney Crimmins has over thirty years experience in the areas of Real Estate Law, Land Use Planning and Development, and Municipal Permitting, where he has represented a wide variety of both residential and commercial developers as well as property owners and businesses before various municipal boards and commissions.

Attorney Crimmins is a member of the Massachusetts Real Estate Bar Association ("REBA") and serves on its Land Use and Zoning Committee and on its Estate Planning, Trusts & Estate Administration Committee. He also serves on the Probate Law Section Council of the Massachusetts Bar Association ("MBA"), having previously served on the MBA's Property Law Section Council.



Dan Hodge, Cambridge Econometrics

**Dan Hodge**, Executive VP of Cambridge Econometrics, is an applied economist with over 25 years of experience assessing local, regional, state, and multi-state economies in terms of economic impacts, competitiveness, target industries, strategic plans, and infrastructure investments. Dan's professional career has focused on the relationships between investments, policy, economic development, and return on investment. Dan was previously the Director of Economic and Public Policy at the UMass Donahue Institute, and previously served as Principal Economist at HDR Decision Economics, and Senior Associate at Cambridge Systematics, as well as Principal/Owner of Hodge Economic Consulting.



Bill Kingdon, Ellis Realty Advisors

**Bill Kingdon** is a Commercial Real Estate Advisor with Ellis Realty Advisors specializing in investment sales as well as tenant and landlord representation in the Eastern Massachusetts market. He is a graduate of Ithaca College where he double majored in Business Administration with a concentration in Management and Sport Management.

As **Secretary of Housing and Economic Development**, **Mike Kennealy** is responsible for advancing the Baker-Polito Administration's agenda to create economic opportunity for residents, collaborative leadership in communities, an environment that supports job creation and business growth, and new housing for residents through targeted investments.

In early 2015, Kennealy joined the Administration as Assistant Secretary for Business Growth. As Assistant Secretary, Kennealy played an integral role in advancing the administration's strategy for job creation and business development across the entire Commonwealth and provided leadership in key sectors, including serving as co-chair of the board of the Massachusetts Life Sciences Center.

**Jamey Tesler** was named MassDOT Secretary and CEO on July 27, 2021. Mr. Tesler had been installed permanently as Registrar of the Massachusetts Registry of Motor Vehicles (RMV) in June of 2020, after serving in the role on an interim basis since June of 2019. Tesler has worked for more than 16 years in senior management roles in the public sector, including as General Counsel to the Massachusetts State Treasurer, Deputy Legal Counsel in the Office of the Governor, Deputy General Counsel for the Massachusetts Bay Transportation Authority (MBTA), MassDOT Assistant Secretary for Procurement and Contract Management, Acting Chief of Staff for the Secretary of Transportation, and then as Chief Operating Officer at MassDOT.

Visit [metroouthchamber.com/events](https://www.metroouthchamber.com/events) to learn more and register.



BOARD OF DIRECTORS, OFFICERS

Chair of the Board <b>Joseph Casey, HarborOne Bank</b>	Vice Chair Economic Development <b>Dan Evans, Evans Machine Co. Inc.</b>
President and CEO <b>Christopher Cooney, CCE, MPA, Metro South Chamber of Commerce</b>	Vice Chair Government Affairs <b>George Spilios, Crown Uniform &amp; Linen Service</b>
Chair-Elect <b>Richard Hynes, Barbour Corporation</b>	Vice Chair Community Affairs <b>Mahsa Khanbabai, Khanbabai Immigration Law</b>
Treasurer <b>Gregory Hart, CPA, Summer St Financial Advisors LLC</b>	Vice Chair Membership Development <b>Friend Weiler, Consultant</b>
	Immediate Past Chair <b>Fred Clark, Bridgewater State University</b>

BOARD OF DIRECTORS, DIRECTORS

Paul Anghinetti - Bank of America	Mike Lambert- Brockton Area Transit Authority
Carol Chin - McDonald's Franchisee	Kelly Mallory - Mallory Headsets, Inc.
Michele Cinquegrano - Verizon	Jeni Mather - J.M. Pet Resort
Todd Copeland - Copeland Auto Group	Matthew Osborne - Eastern Bank
Donald Donnalson - Beantown Builders, Inc.	Jay Pike, CPA - Citrin Cooperman
Nelson Fernandes - JJ's Caffè	Albert Senesie - Victory Human Services
Rick Fisher - Bluestone Bank	Rich Spencer - North Easton Savings Bank
Matthew Hesketh - Good Samaritan Medical Center - Steward Health Care	Andrew St. Pierre - Brockton Plumbing & Heating Supply
Chuck Jones - Harbor Health	Lisa Stratton - The Enterprise
Sue Joss- Brockton Neighborhood Health Center	David Teixeira- The Mattress Maker of New England

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

<b>Christopher Cooney, CCE, IOM, MPA</b> President and CEO x 223	<b>Membership</b> Membership Sales x 229
<b>Emma Stratton</b> Director of Communications x 222	<b>Theresa Lobo-Albin</b> Finance x 230

**Cathryn Schofield**  
Programs & Events Coordinator x 231

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



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:



October

<b>04</b>	<b>Make Better Business Decisions with Google Analytics</b> <i>Online workshop, Grow with Google</i>	12:00 pm
<b>05</b>	<b>Ambassador Meeting</b> <i>Online meeting held via Zoom</i>	9:00 am
<b>12</b>	<b>32nd Annual Legislative Reception</b> <i>Donahue Hall, Stonehill College, 320 Washington Street, Easton</i>	5:00 pm
<b>26</b>	<b>NEREJ &amp; MSCC 2022 Summit</b> <i>Thorny Lea Golf Club, 159 Torrey Street, Brockton</i>	9:00 am
<b>26</b>	<b>Board Meeting</b> <i>Online meeting held via Zoom</i>	1:00 pm
<b>27</b>	<b>Apply for Diversity Certification as a Massachusetts-based Business</b> <i>Online workshop, MA Supplier Diversity Office</i>	10:00 am

November

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



**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



## 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](mailto: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

Members - send Good News to [estration@metrosouthchamber.com](mailto:estration@metrosouthchamber.com)

Sponsored by: Good Samaritan Medical Center

of products, from signage, to PPE, to business essentials, and more! Visit [www.metroouthchamber.com/membership/savings/](http://www.metroouthchamber.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 Extension 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](http://brocktonfarmersmarket.com).

## BAMSI Recognized as Leader of Diversity, Equity, and Inclusion for Second Year in a Row

In July of 2020, in the wake of the murder of George Floyd, BAMSI

decided it needed to take a stand, support our employees of color, and work to become an anti-racist organization. We issued a declaration and went to work. This award is external validation that BAMSI makes good on our promises. Visit [www.bamsi.org](http://www.bamsi.org) to learn more.

## CodeConnect STEM Envisions Academy Registration OPEN NOW



Please tell your friends about the CodeConnect STEM Envisions Academy for middle school aged youth. Our program is designed to teach both coding and entrepreneurship education. We meet on alternating Saturdays from 9:30-12:30 at the Brockton Community Access building. Registration is open NOW –first session is October 15. > [www.kodeconnect.org/](http://www.kodeconnect.org/) application. Scholarships available for any child who qualifies for free or reduced lunch. Many of the kids do not own computers and any donated computers would be greatly appreciated. Reach out to Jacqueline Porro — [jacqueline@kodeconnect.org](mailto:jacqueline@kodeconnect.org)

## Brockton Symphony Orchestra "Discovering the New World" 10/16 at Christ Congregational

Explore the works of Amy Beach, Anton Márquez, and Antonin Dvorák, and their diverse musical viewpoints of the Americas. Discovering the New World features guest cellist and 2021 Youth Competition winner Andrew Kim. Visit [brocktonsymphony.org](http://brocktonsymphony.org)

Tickets for groups of 10 or more are available. Please call 508.588.3841

## MSBDC Calendar - Online Training

Visit [msbdc.org/training](http://msbdc.org/training) to register

- 10/5: Starting a Business
- 10/6: How Can Small Businesses Win the War on Talent?
- 10/6: Get Ready for Government Contracting
- 10/11: How to Open a Business in Massachusetts Legally
- 10/12: Government Contracting 101
- 10/12: Writing a Business Plan Part 1 - Legal Formation
- 10/14: China and India Export Controls: Understanding the New ECL and SCOMET Regimes
- 10/19: Writing a Business Plan Part 2 - The Business Description
- 10/20: Global Trade Economic and Regulatory Update
- 10/20: Basics of Starting Your Business
- 10/25: Intro to Doing Business with the Federal Government
- 10/26: Writing a Business Plan Part 3 - Location and Facilities

# Health Care Matters

Sponsored by: Good Samaritan Medical Center

235 North Pearl Street, Brockton, MA 02301

508-427-3000

[www.goodsamaritanmedical.org](http://www.goodsamaritanmedical.org)

## Good Samaritan Medical Center

A STEWARD FAMILY HOSPITAL



## Good Samaritan Medical Center Now Offering Minimally Invasive Treatment Option for Carpal Tunnel Syndrome

Good Samaritan Medical Center offers a new and innovative treatment option for patients struggling with carpal tunnel syndrome (CTS). The new minimally invasive procedure using UltraGuideCTR™ reduces both

recovery time and pain.

CTS is a painful condition that occurs when the median nerve, which runs the length of the forearm to the hand, is compressed at the wrist. It can cause numbness and tingling in the hand and forearm that can be very uncomfortable. While standard carpal tunnel procedures typically take weeks or months to recover from, the new treatment can make it possible for patients to return to work and other activities within three to six days with local anesthesia and through a small incision.

Carpal tunnel release with UltraGuideCTR™ is performed under real-time ultrasound guidance

through a small incision which can typically be closed with an adhesive strip or bandage instead of sutures. The procedure can be performed in an outpatient setting utilizing local anesthesia and has been associated with reduced pain and rapid recovery.

To learn more about Good Samaritan Medical Center's new carpal tunnel syndrome treatment option, visit [goodsamaritanmedical.org/orthopedic](http://goodsamaritanmedical.org/orthopedic).

## About Good Samaritan Medical Center

Good Samaritan Medical Center is an acute-care, 224-bed hospital providing comprehensive

inpatient, outpatient, and Level III Trauma emergency services to Brockton and 22 neighboring communities.

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

## 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](mailto:cschofield@metrosouthchamber.com). This is a complimentary event, but please register in advance at [metrosouthchamber.com/events](http://metrosouthchamber.com/events).

### Sponsors & Partners:



## Empower Small Biz: MGCC Grants & Resources

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

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](http://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.

Visit [www.empoweringsmallbusiness.org](http://www.empoweringsmallbusiness.org) to learn more.

## 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 Playmaker of the "Life is Good" Kids Foundation, as well as networking, awards, and giveaways.



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



"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](http://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](mailto:CSchofield@metrosouthchamber.com) or call (508) 586-0500 x 231. You may also purchase tickets online at [metrosouthchamber.com](http://metrosouthchamber.com).

### Lead Sponsors:



### Contributing Sponsors & Partners:





## Heights Crossing Celebrates Summer, Networking



(L-R) Executive Director, Peter McConnell and Director of Community Relations, Kathleen Lynch, Heights Crossing; Business Assistance Manager Khady Mascarenhas, Brockton Redevelopment Authority; and Chris Cooney, Metro South Chamber of Commerce President & CEO.



Fantastic fruit sculptures carved by hand!



Restaurant style dining room offers a warm and inviting ambiance, a perfect place to socialize and enjoy fine dining.

Many members of the Metro South Chamber of Commerce, business community, and residents gathered at Heights Crossing Assisted Living to refresh face-to-face connections and make new ones while enjoying tours of the newly interior and exterior renovated community during the final days of summer.

"Residents at Heights enjoy a beautiful, cozy community that offers award-winning dining, exceptional personal care, and opportunities to stay sharp and social with friends through a vibrant daily activity calendar. It's the people of our community, from residents to staff, that really make Heights Crossing something special." Learn more and schedule a tour at [HeightsCrossing.com](https://HeightsCrossing.com)



Private on-site car service offers transportation for doctor appointments and personal needs of residents.



Outdoor courtyard, where BBQs and family parties are held all summer long!



The bright and airy living room is a favorite spot for residents and their guests to gather together.



Metro South ambassadors and community members enjoying networking while supporting business & relationship building at the beautiful outdoor Business After Hours, hosted by Heights Crossing.



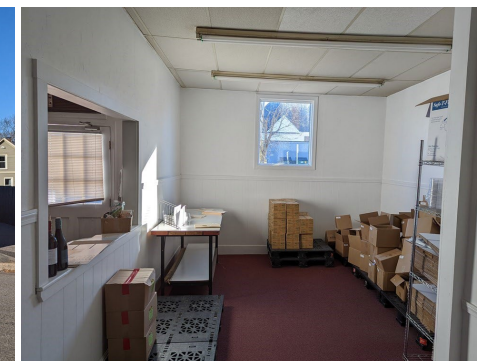
## Real Estate Spotlight: 73 Belmont Street, Easton



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](https://donahueassociates.com/property/6029), email [betsy@donahueassociates.com](mailto:betsy@donahueassociates.com) or call (339) 206-7422.

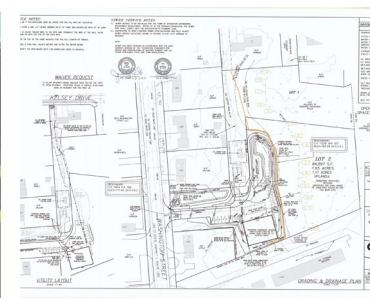
206-7422.

## 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](https://www.jackconway.com/real-estate/16-park-st-rockland-ma-02370/72927973/117288437) to learn more or contact Craig Shames, [cshames@jackconway.com](mailto:cshames@jackconway.com) (781) 982-2333

## Real Estate Spotlight: 1922 Washington, Stoughton

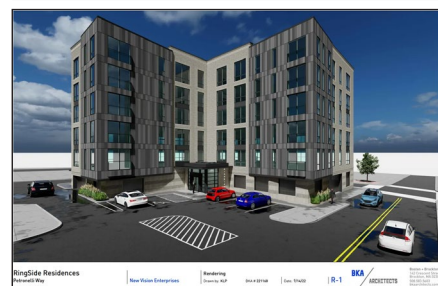


BUILDING ELEVATION VIEW  
SCALE 1"=10'-0"

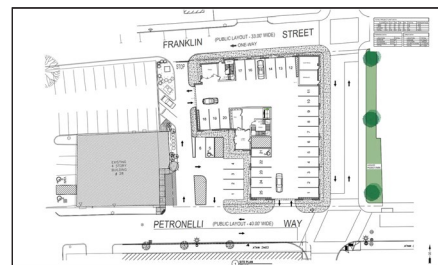
Approved Development Opportunity. 3.12 Acre site approved for a 4500 sqft commercial building with mezzanine level. Visit [www.droukasrealestate.com](https://www.droukasrealestate.com) or contact Brian Droukas (508) 458-5000



## Petronelli Way, Sites of New Downtown Housing



Rendering of RingSide Residences, a proposed 50-unit apartment building planned for a vacant lot on Petronelli Way near Marvin Hagler's old gym.



Proposed site plan for RingSide Residences. Proposed 25 planned parking spaces below the 5-story building.

Developer Joseph Goncalves, New Vision Enterprises aims to add 50 market-rate apartments next to Marvelous Marvin Hagler's old gym.

"RingSide Residences" would rise six stories off a vacant lot between Petronelli Way and Franklin Street.

The plan is for 1- and 2-bedroom units for people priced out of places like Boston or Quincy. The theory is they'll appreciate the short walk to the commuter rail and lavish their walking-around money on downtown restaurants, bars and businesses.

Goncalves, a former member of the board for the Brockton Redevelopment Authority (BRA), said he's been planning the development for six months with the city, Planning Board and Zoning Board of Appeals.

"I'm essentially betting on it that there will be demand," he said, "people who want to live, work and play in the

downtown district."

Goncalves hopes to open in 2024. He said rents would be in the market-rate range, which he estimates is right now between \$1,600 and \$2,100 for a 1- or 2-bedroom.

RingSide Residences would join other market-rate developments either finished, underway or planned downtown.

"Every building that's going up is making the downtown district stronger and better by the day," Goncalves said.

The building would have a co-working space on the second floor, according to current plans filed with the ZBA. Building amenities would include a second-floor fitness center and laundry hook-ups in each unit.

Plans envision 31 parking spaces at the building with a further 19 spots in the city's parking garage across the street. Goncalves' plans call for 35 1-bedroom units and 15 2-bedrooms. The 2-bedrooms would have two full baths each.

Residents with east-facing windows would look out over the new Marvelous Marvin Hagler Way to a pocket park with a life-sized statue of the middleweight world champ.

The L-shaped building would be oriented so that it won't block the windows

of developer Ted Carman's market-rate apartments being built next door. That building, at 28 Petronelli Way, once housed the gym where Pat and Goody Petronelli trained champs like Hagler and Kevin McBride. It's being converted into 18 apartments, all market-rate and will open later this year along with 93 Centre Street, featuring 55 apartments along the MBTA Commuter Rail.



28 Petronelli Way, historic four story brick building being renovated into 18 market-rate apartments.

Helms, Chris. Brockton: Ringside Residences Would Contain 50 Market-Rate Apartments. The Enterprise, 19 Sept. 2022, <https://www.enterpriseneews.com/story/business/real-estate/2022/09/19/brockton-ringside-residences-market-rate-apartments-petronelli-way-franklin-street-joseph-goncalves/1036502002/>.

## 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>

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# Free & Affordable Business Workshops



Visit [metrosouthchamber.com/events](https://metrosouthchamber.com/events) to see a complete list of workshops listed here. Want to host a workshop? Email [CSchofield@metrosouthchamber.com](mailto:CSchofield@metrosouthchamber.com)



## Make Better Business Decisions with Google Analytics

**Date & Time:** 10/4 @ 12pm

**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.

## 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.



## 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.



## 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

# Minority-Owned Business Roundtable: October 18



Join us for a Minority-Owned Business Roundtable Series geared towards Meaningful Access & Upward Mobility for All. This is an opportunity to meet with business leaders and community at large in an environment that fosters learning, networking and information exchange related to your business growth and workforce development.

**About the Series:** 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.

Commonwealth Corporation is partnering with the Black Economic Council of Massachusetts, MassHire Greater Brockton Workforce Board, MA Supplier Diversity Office (SDO), Brockton Community Access, Black Owned Brockton, Greater Brockton Minority Business Association, Brockton Redevelopment Authority, and the Metro South Chamber of Commerce to bring you a dynamic speaker followed by an interactive roundtable, where we will be discussing how to create meaningful access for minorities to state funding, what barriers are in place and which programs are available to overcome these barriers and promote impact and success.

This event will also have a component of networking and referrals with local partners that cater to Minority-Owned Businesses. There is no cost to attend this event. Visit [www.eventbrite.com/e/leadthechange-black-owned-business-roundtable-east-ma-tickets-416848092867](https://www.eventbrite.com/e/leadthechange-black-owned-business-roundtable-east-ma-tickets-416848092867) to register.



# WELCOME NEW MEMBERS!

## Reinvesting in Our Community

### Rhode Island Home Improvement

Randy Hershoff  
1815 Post Road  
Warwick, RI 02886  
(866) 563-7293  
[www.rihi.com](http://www.rihi.com)

Home Improvements

For membership, contact:

(508) 586-0500 x 229

[membership@metrosouthchamber.com](mailto:membership@metrosouthchamber.com)

## RENEWING Members

### Thank you!

A Phone Jack  
Bay Copy  
BFI Waste Services  
Blue Cross/Blue Shield of Massachusetts  
CC-Teknologies Inc.  
Cheer Pack North America  
Citrin Cooperman  
City of Brockton  
Copeland Chevrolet  
Copeland Toyota  
Farley Funeral Home, Inc.  
Hajjar Management Co., Inc.  
Harbor Health Elder Service Plan  
Hart Design DBA Edible South  
Shore & South Coast

Holy Cross Family Ministries  
Independence Associates, Inc.  
Murphy, Hesse, Toomey & Lehan, LLP  
My Brother's Keeper  
Residence Inn by Marriott Boston/Brockton  
Roger Keith & Sons Insurance  
Skyline Glass & Glazing, Inc.  
Stoneridge Mutual Properties  
Sullivan Tire & Auto Service  
T.J. Smith's Victorian House  
The Charity Guild, Inc.  
TRACEY Environmental  
U.S. Small Business Administration  
Yard Services, LLC

## 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](mailto:membership@metrosouthchamber.com).

## Member Profile - Seoane Landscape



Seoane  
Landscape Design

Seoane Landscape Design Inc.  
551 Bedford Street  
Abington, MA 02351  
(781) 878-1306  
[www.seoanelandscape.com](http://www.seoanelandscape.com)

Year Established: 1972

Products or Services: Garden center & landscape construction

Number of Employees: 50-65

**What is unique or special about your firm and the products and services you offer?** We do 5-star masonry and landscape projects. Our garden center is stocked with top quality trees, shrubs, and landscape goods.

**What is your market area?** 30 miles west and south of Boston

**What markets do you serve?** Residential and commercial clients

**Please list awards, honors or special recognition your firm has received:**

- HGTV Top MA Landscape Awards in 2022
- South Shore Home Magazine - "Best Landscape Company"

**What is your main business objective concerning your customers and the business community?** Our business is very creative - we want to beautify local towns. We also enjoy any charity or volunteer work where we can help the community!

**Anything additional we should know about your company?** We continue to hire employees from local towns. Also - 2022 this year marks our 50th Anniversary in the landscape business!

## Brockton High Alumni Association Seeks Leaders



The Brockton High School Alumni Association (BHSAA) seeks new leaders to help set strategic goals this fall. Join us and be a part of shaping the future of BHSAA alumni, a group of more than 60,000 graduates, many of whom live and serve in the Brockton area as public officials, business owners, teachers, parents, public workers, and more, including Mayor Bob Sullivan, '88, Superintendent Mike Thomas, '87 and Shaleah Gilmer, '13, the CEO of BlackOwnedBrockton, Brockton's first Black business advocacy organization & social impact venture, to name just a few.

BHS Boxer Briefs, the alumni association's publication, is filled with information about fellow alums, reunions, alumni programs, and events. Join the distribution list at [www.bpsma.org/community/alumni](http://www.bpsma.org/community/alumni). The BHSAA also awards annual scholarships for three deserving BHS seniors, and Distinguished Alumni awards are given in three categories which include extensive accomplishments in one's profession, over-the-top commitment to the community of Brockton, and in recognition of a recent graduate of 10 years or fewer who has demonstrated impressive actions in career and community.

We have mentoring programs, student outreach and events, and community outreach opportunities where alumni can give back to Brockton students as well as get involved in many other ways. Please reach out to BHSAA Treasurer Lew Victor, '68 ([lewvictor@me.com](mailto:lewvictor@me.com)) to learn how you can become involved.

# New MassDREAMS Grant for First-Time Homebuyers Helps Employee Retention, Brockton



MassDREAMS is made possible by federal funding from the American Rescue Plan Act of 2021, which provides assistance to states to mitigate the economic effects of the pandemic.

MassDREAMS is a Massachusetts program that provides down payment and closing cost grants to first-time homebuyers who meet the program's eligibility criteria and who currently live in one of the 29 communities that were disproportionately impacted by the COVID-19 pandemic: Attleboro,

Barnstable, Boston, Brockton, Chelsea, Chicopee, Everett, Fall River, Fitchburg, Framingham, Haverhill, Holyoke, Lawrence, Leominster, Lowell, Lynn, Malden, Methuen, New Bedford, Peabody, Pittsfield, Quincy, Randolph, Revere, Salem, Springfield, Taunton, Westfield and Worcester.

**Important Note:** MassDREAMS grants are only available to eligible first-time home buyers who purchase a property using a first mortgage loan from MassHousing or the Massachusetts Housing Partnership (MHP).

## How much assistance is available?

-Up to \$50,000 for homebuyers earning up to 100% of the area median income (AMI)

-Up to \$35,000 for homebuyers earning between 100.01% and 135% of area median income

**Eligibility:** To be eligible for MassDREAMS Homebuyer Grants, you must:

-Be a first-time homebuyer  
-Purchase a home in any Massachusetts community, using a MassHousing or MHP mortgage

-Currently reside in one of the 29 Disproportionately Impacted Communities\* in Massachusetts

-Buy a single-family home, condominium or 2-, 3- or 4-family home, which will be your primary residence

-Meet income and other eligibility criteria, which vary by location.

To learn more about MassDREAMS and to see if you might be eligible, visit [mymasshome.org](http://mymasshome.org). This website is administered by the Citizens Housing and Planning Association and jointly funded by MassHousing and MHP.

\*The Disproportionately Impacted Communities in Massachusetts are: Attleboro,

Barnstable, Boston, Brockton, Chelsea, Chicopee, Everett, Fall River, Fitchburg, Framingham, Haverhill, Holyoke, Lawrence, Leominster, Lowell, Lynn, Malden, Methuen, New Bedford, Peabody, Pittsfield, Quincy, Randolph, Revere, Salem, Springfield, Taunton, Westfield, and Worcester.

## How to Apply for a MassDREAMS Grant:

-Go to [www.mymasshome.org](http://www.mymasshome.org) and select Down Payment Assistance > MassDREAMS

-Complete the questionnaire. If you meet the initial qualifying criteria, you will receive an eligibility letter via email

-Contact a lender that partners with MassHousing or the Mass. Housing Partnership on MassDREAMS and provide them with your eligibility letter

-Work with the lender to apply for a MassHousing or MHP home mortgage loan

To learn more, visit [metrosouthchamber.com/massdreams-grant-for-first-time-homebuyers-residing-in-brockton/](http://metrosouthchamber.com/massdreams-grant-for-first-time-homebuyers-residing-in-brockton/)

## 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

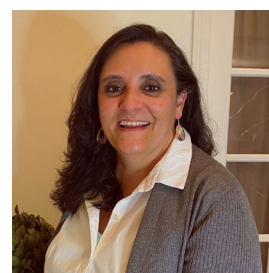
### South Eastern Economic Development (SEED) Corporation

Contact: Sue Murray  
(508) 822-1020

### U.S. Small Business Administration (SBA)

Contact: Susan Lourie  
(617) 565-5564

## 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](mailto:finance@metrosouthchamber.com) or call (508) 586-0500 x 230. To learn more about the Business Assistance Center (BAC) and available business resources, visit [www.metroouthchamber.com/resources/business-assistance](http://www.metroouthchamber.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](mailto: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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](mailto: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](mailto:Jane.McCarthy@rate.com)

**Taunton NGU** meets 9-10am 1st & 3rd Tues Contact Kevin at [QuackSellsHomes@gmail.com](mailto: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>

## 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](http://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](http://www.score.org), [www.sema.score.org](http://www.sema.score.org), [www.boston.score.org](http://www.boston.score.org), or by calling (508) 587-2673. Ahead for the month and beyond...

**October 11:** *Cybersecurity 101 - How to Protect Your Business from Cyber Threats*

**October 12:** *Help Businesses Increase Holiday Sales with Google Tools*

**October 19:** *Do You Have What it Takes to Run a Business? Step-by-Step Self-Assessment Workshop*

**October 20:** *Starting a Business - Real Stories and Knowledge Exchange from Women Entrepreneurs*

**October 27:** *What You Need to Know Before Moving Forward With Your Business Idea*

**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*

**Dec. 29:** *Supplier Diversity & Certifications - You Have Questions, SCORE Has Answers*

**C.Pina Insurance Agency**

323 Manley Street, 2nd Floor, West Bridgewater  
(508)217-4440 • www.cpinainsure.com

"As a local, independent, insurance agency, we are proud to help neighbors and businesses address the broad range of risks associates with pursuing the 'American Dream.' Our partnership with HRO Resources enables business owners and entrepreneurs of all sizes focus on what's important to YOU . . . GROWING YOUR BUSINESS! No matter which stage your business is at, chances are HRO has a solution that will fit your needs. From hire to retire, HRO delivers the technology and expertise to streamline processes and keep your business in compliance through every stage of growth."

**cielo, LLC**

100 State Street, Suite 900, Boston • (781) 566-0280  
www.cielo.us.com

"A new way to communicate: cielo enables businesses to condense their communication platforms into one, easy-to-use solution. No matter your physical location, connect with your team through internal chatting, business SMS or video conferencing, all through one platform."

**Lightning Small Engine Repair**

68 Pond Street, North Easton • (530) 913-1535  
www.lightningsmallenginerepair.com

"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."

**AWS Business Services**

40 Harrow Road, Norwood • (855) 951-1080  
www.awsbusinessservices.com

"AWS Business Services LLC was founded in Norwood, MA in 2015 with modest beginnings. Our merchant customers are people, not numbers, who are striving to excel in their community and beyond. As an industry-leading provider of electronic payments technology and loyalty marketing software, we serve our small and medium merchants in the retail, wholesale, jewelry, restaurant, service, professional associations, e-commerce, and non-profit industries."

**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](http://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](http://www.metroouthchamber.com)

**BUSINESS EVENTS Planner****October 05****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](mailto:CSchofield@metrosouthchamber.com).

**October 12****32nd Annual Legislative Reception**

5:00PM

**Donahue Hall @ Stonehill College  
320 Washington Street, Easton**

MEET YOUR LEGISLATORS!

Register: [metrosouthchamber.com/events](http://metrosouthchamber.com/events)**October 26****NEREJ & MSCC Business Summit**

9:00AM

**Thorny Lea Golf Club @ 159 Torrey St, Brockton**

The Chamber is partnering with NEREJ to bring you a two-part event featuring panel discussions focused on Opportunity Zones, new housing and redevelopment, transportation, improving infrastructure, and building the future of the Metro South region.

Register: [metrosouthchamber.com/events](http://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](http://metrosouthchamber.com/events)