

Leading Businesses Leading Communities

METRO

CHAMBER OF

COMMERCE



Chamber Mission best serve unique needs interests husinesses memher and champion the broader vitality the economic of South letro region.



John Bobbin, Cambridge Savings Bank • Page 7



Liz Gomes, Office of the Treasurer & Receiver General • Page 7

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Former Boston Federal Reserve Senior Advisor at January Chamber Luncheon

Friday, January 27 | 11:45 am - 1:30 pm | Martin Institute @ Stonehill College | 320 Washington Street, North Easton



Please join us on Friday, January 27th from 11:45 AM – 1:30 PM for a Good Day Metro South luncheon at the Martin Institute at Stonehill College (320 Washington Street, North Easton.) This event is sponsored by Stonehill College.

We are excited to announce our guest speakers will be Jeff Fuhrer, Foundation Fellow, Eastern Bank Foundation and former senior policy advisor at the Federal Reserve Bank of Boston;

and Chaitra Sanders, Associate Director for Health Connector Business, Massachusetts Health Connector for Business. Also featured during this event will be an interview with recently elected State Representative, Rita Mendes!

Questions? Contact Cathryn Schofield at CSchofield@metrosouthchamber.com or call (508) 586-0500 x 231 for assistance. *Learn more on page 2.*

Eastern Bank

Foundation



February Luncheon to Feature Mayor of Brockton, Rotary Club

Thursday, February 9 | 11:45 am - 1:30 pm | Thorny Lea Golf Club | 159 Torrey Street, Brockton

Please join us on **Thursday, February 9th for a Good Day Metro South luncheon hosted in partnership with The Rotary Club of Brockton at Thorny Lea Golf Club from 11:45** AM – **1:30** PM. The guest speaker for this event will be Mayor of Brockton, Robert F. Sullivan. Pre-registration is required. This event is sponsored by OCES – Old Colony Elder Services.

"Robert F. Sullivan was born and raised in Brockton, MA. He is the son of Robert and Susan Sullivan and grew up on Wellington Street in Ward two. He attended Brockton Public Schools (Whitman Elementary School, West Junior High School) and graduated from Brockton High School in 1988. He earned his BA and MBA at Boston College, and his JD at the New England School of Law. Prior to being elected Mayor in 2019, he has served on the Brockton City Council as a Councilor-At-Large since 2006. In that role, he was elected by his colleagues to serve as the City Council President five times." *Learn more & register online at metrosouthchamber.com/events*



HEALTH

CONNECTOR

Mayor of Brockton, Robert F. Sullivan



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. Will your small business benefit? Take a listen and share with your payroll and accounting people to prepare your paperwork now. Learn more on page 10.

Vegan Cape Verdean Restaurant Soft Opening 1/20 - Main St. Brockton



Learn more on page 7.

Former Boston Fed. Reserve Senior Advisor, State Rep. Mendes, and Health Connector for Business at Jan. Luncheon

Friday, January 27 | 11:45 am - 1:30 pm | Martin Institute @ Stonehill College | 320 Washington Street, North Easton



MARTIN

COLLEGE



Jeffrey Fuhrer, Eastern Bank Foundation Fellow



gaps. Jeff previously served as ex

Jeff previously served as executive vice president and senior policy advisor at the Federal Reserve Bank

of Boston. He has been an associate economist of the Federal Open Market Committee and regularly attends this key US policymaking meeting with the Bank's president. In 1992, he joined the Bank's research department as an assistant vice president and economist, and from 1995 to 2001 he headed its open economy macro/international section. In 2000, Fuhrer was named senior vice president and monetary policy advisor. In 2001 he became director of research, and in 2006 he was named executive vice president.

Fuhrer began his career at the Board of Governors of the Federal Reserve System; he started there as a research assistant and, after earning his doctorate, returned in 1985 as a senior economist. He has been active in economic research for more than three decades and has served as an associate editor for the American Economic Review. Fuhrer has published numerous scholarly papers on the interactions among monetary policy, inflation, consumer spending, and asset prices. He has been married for 35 years and has three grown children. Fuhrer earned an AB in economics with highest honors from Princeton University. He received his MA and PhD in economics from Harvard University. Learn more about Jeff at jefffuhrer.com



Chaitra Sanders, Massachusetts Health Connector for Business



Chaitra Sanders joined the Massachusetts Health Connector in 2018 soon after the launch of the new Health Connector for Business online shopping platform for small businesses.

She initially began as Distribution Channel and Account Manager. In that role, she primarily served as the service and sales liaison for direct small employer groups, brokers, and other distribution channels.

As Health Connector for Business membership has grown, Chaitra's role has transitioned to Associate Director of Health Connector for Business. She currently oversees the direction and coordination of the small business health and dental insurance products, focused on membership growth and retention.

She continues with the Health Connector to implement outreach initiatives that engage and inform potential new small business members and their employees about the changes and opportunities for health insurance



About the Panelists: Jeffrey Fuhrer is a Foundation Fellow for the Eastern Bank Foundation. Jeffrey's work on racial equity is motivated by the findings of the Federal Reserve's 2015 "Color of Wealth in Boston" study. He hopes to use his findings to design programs and policies to close the wealth gap in the Greater Boston metro area and surrounding communities. Jeff is also a senior fellow at the Harvard Kennedy School of Government. In that capacity, he is conducting research on the Federal Reserve's new monetary policy framework, and sources of the racial and ethnic wealth State Repres law practice become a le South Shore



MA State Representative Rita Mendes



coverage available through business.mahealthconnector.org
State Representative Rita Mendes: With both, a thriving

law practice and a real estate agency, Rita Mendes has become a leading Brazilian-American Attorney on the South Shore. Fluent in Portuguese and Spanish she has led the way for many of our new citizens to become homeowners. As a trilingual attorney focusing on both civil and criminal litigation, she has fast become a go to person for many who have immigration, criminal, divorce, and custody issues in the Brockton area.

Rita Mendes received her Juris Doctorate degree from New England Law/Boston; Undergraduate degree from the University of Massachusetts, Dartmouth; Associates degree from Massasoit Community College and a Brockton High graduate.

Aside from being an attorney and a real estate broker, Rita Mendes is a mother, a homeowner and a wife. She also volunteers her time in the community as an attorney

at New England Community Center. In 2019, she ran for the Brockton City Councilor At Large seat. She was sworn into office in January 2020 as the first Brazilian-American to hold office in Brockton.

Rita Mendes was born in Brazil. She came to the United States when she was 12 years old without speaking English. She is an American success story and a shining example of what hard work and diligence can accomplish. *About Stonehill's Martin Institute:* The Martin Institute seeks to



prepare the students for leadership positions as active citizens in service to an improved human community. Through rigorous, critical interdisciplinary inquiry, the Institute challenges students to explore the vital issues of public policy and

social justice. It is committed to a curriculum and co-curriculum that bridges theory and practice, inviting student curiosity in and engagement with the pressing issues of the day.

The Joseph W. Martin Institute for Law & Society was established in memory of Joseph Martin Jr. (1884-1968), the former Speaker of the House of Representatives. As a Congressman representing a nearby district, Speaker Martin had a close relationship with the College and received an honorary Doctor of Letters degree in 1955.

In 1986, President Ronald Reagan signed into law legislation for the creation of an institute at Stonehill College in Martin's honor. Joseph W. Martin Institute for Law & Society was constructed by Stonehill in 1990 with Congressional funding.

Register for this event online at metrosouthchamber.com/event/goodday-metro-south-at-stonehill-college/

ACTION Report January 2023

BOARD OF DIRECTORS, OFFICERS

Chair of the Board **Richard Hynes, Barbour Corporation**

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

Chair-Elect Dan Evans, Evans Machine Co., Inc.

Treasurer Gregory Hart, CPA, Summer St Financial Advisors

BOARD OF DIRECTORS, DIRECTORS

Paul Anghinetti - Bank of America

Carol Chin - McDonald's Franchisee

Michele Cinquegrano - Verizon

Todd Copeland - Copeland Auto Group

Ray DiPasquale - Massasoit Community College

Donald Donnalson - Beantown Builders, Inc.

Nelson Fernandes - Toast

Robert Haffey - Signature Healthcare

Matthew Hesketh - Good Samaritan Medical Center - Steward Health Care

Chuck Jones - Harbor Health

Kelly Mallory - Mallory Headsets, Inc.

CHAMBER STAFF

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

Emma Stratton Director of Communications x 222

Cathryn Schofield Programs & Events Coordinator x 231



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.

Metro South Chamber of Commerce Sixty School Street, Brockton, MA 02301-4087 tel: (508) 586-0500 info@metrosouthchamber.com www.metrosouthchamber.com

Vice Chair Economic Development	
George Spilios, Crown Uniform & Linen Service	

Vice Chair Government Affairs Fred Clark, Bridgewater State University

Vice Chair Community Affairs Sue Joss, Brockton Neighborhood Health Center

Vice Chair Membership Development Mike Lambert, Brockton Area Transit Authority

Immediate Past Chair Joseph Casey, HarborOne Bank

Jeni Mather - JM Pet Resort

Matthew Osborne - Eastern Bank

Jay Pike, CPA - Citrin Cooperman

Albert Senesie - Victory Human Services

Doug Smith - Stonehill College

Rich Spencer - North Easton Savings Bank

Andrew St. Pierre - Brockton Plumbing & Heating Supply

Lisa Strattan - The Enterprise

David Teixeira- The Mattress Maker of New England

(508) 586-0500 Front Desk x 221

Membership Membership Sales x 229

Theresa Lobo-Albin Finance x 230

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

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The Metro South Chamber of Commerce is solely

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.

Sponsor:

R Community SBA U.S. Small Busin Administration

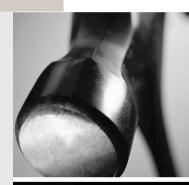
Networking at events is one of the most effective ways to grow your business!

CHAMBER Calendar

January

Feb

11	Ambassador Meeting Online meeting held via Zoom	9:00 am
16	Martin Luther King Jr. Day: Chamber Closed	
18	Tax Preparation for the Self-Employed Online workshop offered by SCORE	12:00 pm
25	Chamber Board of Directors Meeting Online meeting held via Zoom	12:30 pm
26	Apply for Diversity Certification Online workshop offered by MA Supplier Diversity Office	10:00 am
27	Good Day Metro South Martin Institute @ Stonehill College, 320 Washington St., Nort	11:45 am th Easton
ruary	1	
80	Ambassador Meeting Online meeting held via Zoom	9:00 am
09	Good Day Metro South Thorny Lea Golf Club, 159 Torrey St., Brockton	11:45 am
14	Metro South Chamber's 110th Birthday!	
23	Apply for Diversity Certification	10:00 am





Impact.

Online workshop offered by MA Supplier Diversity Office

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.

responsible for the editorial content of this publication.

basic

but

www.metrosouthchamber.com

with other compassionate donations,

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 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 estratton@metrosouthchamber.com Sponsored by: Good Samaritan Medical Center

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

Fuller Craft Museum presents "Food Justice: Growing a Healthier Community through Art"





access to food. Economic inequality and structural racism, corporate agricultural practices, food waste, climate change, and domestic and geopolitics are among the many factors that contribute to disparity in food resources around the globe. "Food Justice: Growing a Healthier Community through Art" will critically explore complex human issues that can shape and influence positive change in food security. Art's transformative potential will enable viewers to understand food insecurity in meaningful ways and be inspired towards change. Fuller Craft

Museum is open Tuesday - Sunday, 10AM-5PM, and is located at 455 Oak Street in Brockton. Admission is free for everyone. Visit fullercraft.org to learn more.

MSBDC Calendar - Online Training

Visit msbdc.org/training to register

- 1/9: Basics of Starting Your Business
- 1/11: Starting a Business 101
- 1/17: Get Your Ducks in a Row for Tax Prep
- 1/19: Canva 101
- 1/26: Pre-Expo Workshops
- 1/27: Export Expo
- 2/8: Starting a Business 101
- 2/9: Ways to Fund Your Small Biz
- 2/16: Improve Your Credit Score
- 2/22: Financials 101
- 2/23: Woman-Owned Small
- **Business Federal Contracting**
- 3/8: Starting a Business 101

United Way of Greater Plymouth County's Annual Coat Initiative "Warmer Winters" Spread Warmth **During Challenging Times**

United Way of Greater Plymouth County recently generated funds for its 8th Annual "United Way Warmer Winters" initiative to purchase warm jackets for local children in need in Greater Plymouth County. Since 2015, this initiative has helped over 2,530 children to keep warm. With funds from the Hurley Trust and

United Way was able to allocate \$26,979 to help low-income children in Greater Plymouth County. "We all understand that it's been a tough few years. Many individuals and families are struggling daily- paying the weekly grocery store bill, making up for the learning lost during pandemic school interruptions, recovering from natural and man-made disasters. Our Warmer Winters fund is an annual demonstration that together with our community, we can lighten their load and make lasting change," said United Way President & CEO Dennis Carman, "Thanks to our generous donors and corporate partners, we are able to provide children with 675 new coats as winter approaches." The funds to purchase coats were donated to BAMSI's Helpline, Boys & Girls Clubs of Metro South, Brockton Day Nursery, Family & Community Resources, Father Bill's & MainSpring, Health Imperatives, Plymouth County Family Support, Quincy College Plymouth Campus, The Arc of Plymouth & Upper Cape Cod, and United Way's Family Center. To see more photos that will continue to be shared in United Way's Warmer Winters series, please visit www.facebook.com/uwgpc.

Health Care Matters

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

Good Samaritan Medical Center A STEWARD FAMILY HOSPITAL





Happy New Year from all of us at Good Samaritan Medical Center. We hope that 2023 brings good health and happiness to you and the people you love.

The new year is a time when many reset their goals, including those for their health and lifestyle. There are many factors that influence wellness, and it's never too late to start working toward improving health and feeling your optimal best.

"The most important thing in wellness is lifestyle," said Dr. Akash Patel, a Steward Health Care family medicine physician. "How we live our life, how we train our body – all of this plays an important role."

Learn more at WWW. stewardtoday.com/Dr-Patel-Discusses-WellnessWhether

About Good Samaritan Medical Nearly a decade ago, Steward Health

www.goodsamaritanmedical.org

Center: Good Samaritan Medical Center is an acute-care, 224bed Catholic hospital providing comprehensive inpatient, outpatient, and Level III Trauma emergency Brockton services to and 22 neighboring communities. The hospital offers Centers of Excellence care in orthopedics, oncology, and cardiology, specialized care in surgery, family-centered obstetrics with Level II special care nursery, and advanced diagnostic imaging. Please click here to view a full list of our specialties.

About Steward Health Care System:

Care System emerged as a different kind of health care company designed to usher in a new era of wellness. One that provides our patients better, more proactive care at a sustainable cost, our providers unrivaled coordination of care, and our communities greater prosperity and stability.

As the country's largest physician-led, tax paying, integrated health care system, our doctors can be certain that we share their interests and those of their patients. Together we are on a mission to revolutionize the way health care is delivered creating healthier lives, thriving communities and a better world.

Member Profile - Fuller Craft Museum

Fuller Craft Museum 455 Oak Street Brockton, MA 02301 (508) 588-6000 www.fullercraft.org

Year Established: 1969

Products or Services: Art Museum

Number of Employees: 24

What is unique or special about your firm and the products and services you offer?

Fuller Craft Museum offers expansive opportunities to discover the world of contemporary craft. By exploring the leading edge of craft through exhibitions, collections, education, and public programs, we challenge perceptions and build appreciation of the material world. Our purpose is to inspire, stimulate, and enrich an ever expanding community. We offer 6-10 changing exhibitions per year, terrific community programming, and free admission to everyone, everyday!

What is your market area?

South of Boston/Cape Cod/Plymouth-Bristol-Norfolk Counties

What markets do you serve?

Fuller Craft Museum serves a wide array of audiences, including national art and craft communities; tourists and visitors to Boston, Providence, and Plymouth County; southeastern Massachusetts; and, the city of Brockton, Massachusetts.

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

Fuller Craft Museum is one of only about 7 museums in the nation dedicated to craft and is the only one in New England. Our relentless commitment to our mission has also earned us the American Craft Council 2020 Award of Distinction: https://www.craftcouncil.org/recognition/fuller-craft-museum.

What is your main business objective concerning your customers and the business community?

1. To actively increase visibility/marketing for general public visitation (which is free!)

2. To foster new relationships resulting in corporate membership and sponsorship of exhibitions and programs.

Anything additional we should know about your company?

Fuller Craft Museum has been an integral part of Brockton, Massachusetts since it was founded in 1969 by geologist and hydrologist, Myron Fuller. A native of Brockton, Fuller used his resources to establish the institution in the memory of his family. Today, the Fuller Trust still financially supports the museum and requires the Museum to have representation on its Board from the Mayor's office, the Trust bank, and the Brockton Public Schools. Originally conceived of as a traditional fine arts museum and cultural center, Fuller Craft has transformed itself into one of the foremost centers of contemporary craft. Its expansive collection includes glass, wood, studio furniture, ceramics, metal, jewelry, fiber art, and multimedia assemblages.

5,100 New Jobs and \$1.6B in Business Output -A Little Sewerage Could Go A Long Way.



A little sewerage could go a long way - more than 5,100 new jobs and 1.6 billion dollars in business output according to a recent study on additional sewerage capacity in business districts adjacent to Brockton. Many new jobs likely filled by Brockton residents, with regional economy reaping benefits. The Chamber commissioned Dan Hodge, Cambridge Econometrics to pre-

pare a sewer infrastructure study exploring capacity, use, and potential development opportunities in Avon, Easton, East Bridgewater and West Bridgewater, while identifying regional economic impact. Visit metrosouthchamber. com/2022/11/a-little-sewerage-could-go-a-long-way/ to read the full study and view the slides.

Member Profile - VJC International

VJC International 27 Harold W. Bishop Blvd. North Attleboro, MA 02760 (508) 739-5240 www.vjcinternational.com



Year Established: 2016

Products or Services: Recruiting and Staffing

Number of Employees: 11

What is unique or special about your firm and the products and services you offer? We support Talent acquisition needs of customers on a national level. We have expertise and experience across various industry verticals and in multiple disciplines- from C level roles to IT to Engineering roles. Our rates are very competitive and pride ourselves in representing our Client's Employer Brand.

What is your market area? We are a National Firm and have clients across the US.

What markets do you serve? We have Clients in various industry verticals

Please list awards, honors or special recognition your firm has received: We are highly rated in Table Talk which is a Recruiting Platform that rates performance of Recruiting Agencies in the US. We are currently rated 4.6/5

What is your main business objective concerning your customers and the business community? Our objective is to be fully aligned with our Clients in understanding their needs and in parallel fully understand their products and services and the markets they serve. We take pride in representing and protecting our Client's Employer Brand.

Anything additional we should know about your company? The CEO of our company has over 25 years of Global Human Resources experience having worked for a multi-national Electronics Manufacturing Company. He brings the knowledge and depth in Talent Acquisition Management which in turn allows our Firm to seamlessly and correctly source and place qualified candidates.



DISCOVER CONTEMPORARY CRAFT

METRO

New Year, New Websites & Online Capabilities for Bridgewater State Acquires 161 Summer Street, New **Brockton-based Small Businesses**









Thanks to a grant secured by the Metro South Chamber of Commerce last year, seven Brockton-based small businesses had the opportunity to enter 2023 on elevated, stronger footing by improving their websites and ramping up their online presence.

Through the partnership and guidance of Kerry Aglugub, KMA Web Design and Tricia White, T. White Creations, the following businesses received web and/or technical assistance: The Cape Verdean Association of Brockton, Downtown Brockton Association, Elvera's Cafe, Empower Nutrition, Italian Kitchen of Brockton, Cape Cod Cafe Pizza, and Sligh's Vegetarian Cafe - six of which launched in the final quarter of 2022. Sligh's is expected to launch later this month.

Services provided range from behindthe-scenes SEO (search engine optimization) strategies - which help your business to be "seen" by Google and boosts engagement - to content creation and complete website overhauls.

"We are grateful to the Metro South Chamber for the opportunity to update our website and to have the talents of KMA Web Design and T. White Creations. The technical assistance, creative insight, and guidance they provided was extraordinary. I would recommend to any business looking for similar services to contact KMA Web Design and T. White Creations." said Mary Waldron, President of the Downtown Brockton Association.



Home of Martin Richard's Institute for Social Justice



Bridgewater State University recently purchased 161 Summer Street in Bridgewater as the new site of the Martin Richard Institute for Social Justice center.

The mission of the Martin Richard Institute for Social Justice is to build knowledge about social justice, to develop skills for advancing social justice through individual and collective action, and to serve as a catalyst for actualizing Bridgewater State University's commitment to social justice.

At BSU, we believe that social justice requires individual and collective action to ensure fairness in pursuit of opportunities, freedom from oppression and the equitable distribution of resources. Fairness, freedom from oppression and equitable distribution of resources are all grounded in the same basic principle: that all human beings have equal dignity and worth.

The Institute for Social Justice was established in 2011 and renamed in honor of Martin Richard in 2015. Eight year old Martin was one of three people killed, while hundreds of others were injured, by bombs at the Boston Marathon in 2013. Martin's parents, Bill and Denise Richard, are BSU alumni. Visit bridgew.edu/center/martinrichard-institute-social-justiceto learn more.





Chris Cooney, Metro South Chamber of Commerce President and Ellen Cuttle Oliver, Chief Development Officer, Executive Director of Bridgewater State University Foundation.

Development

Rate

opportunity! 150 Unit (110-1BR & 40-2BR) Multifamily w/

4,000 sqft of commercial/retail space to be developed. This development is located within 250 feet of the MBTA Rail Station in Downtown Brockton as well as the Brockton Area Transit Authority Intermodal Parking

Real Estate Spotlight: 132 Court Street, Brockton



Facility. Be in Boston within 35 minutes. The property also falls into the Federal Opportunity Zone. Property has acquired a variance from the local Zoning Board of Appeals. Contact Brian Droukas: (508) 458-5000

Market

"New Resources & New Faces" Holiday Networking

The Chamber wrapped up the year with a Good Day Metro South luncheon featuring the Treasurer's Office, New Faces, & Holiday Networking sponsored by Cambridge Savings Bank.

Liz Gomes and Michael McLeish from the Office of the Massachusetts State Treasurer and Receiver General presented the new Small Business Resource Toolkit website to the Metro South business community. (*smallbusinessma.org*)

Our "new faces" panel featured Erin McGough Rowe, Executive Director, Fuller Craft Museum; Christine Santoro, Executive Director, Children's Museum in Easton; and Glenn Parsons, President & CEO, SCU Credit Union Thank you to our emcee, Dan Trout, North Easton Savings Bank; and interviewer, Mahsa Khanbabai, Khanbabai Immigration Law. Photos courtesy of Rich Morgan Photography. Visit flickr.com/photos/metrosouthchamber to see more photos from this event.



Liz Gomes, and Michael McLeish, Office of the Massachusetts State Treasurer and Receiver General with emcee, Dan Trout, North Easton Savings Bank.



John Bobbin, Cambridge Savings Bank and Mahsa Khanbabai, Khanbabai Immigration Law.



Monica Lombardo and Kelsey Tabela-Baxter, Boys & Girls Club of Metro South with Santa (Steve Damon, Jack Conway Realty).





Erin McGowe Rowe, Fuller Craft Museum



Glenn Parsons, SCU Credit Union



Rob Peters (DiFazio), Rob Peters Entertainment.



Chris Cooney, Metro South Chamber; Steve Damon, Jack Conway Realty (Santa); Rich Hynes, Barbour Corp.; Maryjane Anene, Combined Insurance of America; John Buckley, Plymouth County Register of Deeds.





(Image to the Left) William Mitchell, Massasoit Community College; John Nesti, MassHire Greater Brockton Workforce Board (GBWB); Krystel Love, New Heights Charter School of Brockton; Lorraine Merchant Albert and Patricia Garcia, MassHire GBWB; and Virginia DePina and Rita Jones-Hyde, Massasoit Community College with Santa (Steve Damon, Jack Conway Realty)

Vegan Cape Verdean Restaurant & Market Comes to Downtown Brockton; Soft Opening Jan. 20th



Join us Friday, January 20th at 11AM for a soft opening at "Cabo Vegan", 20 Main Street in Brockton. Enjoy networking, tours, photo-op, and more! Register online at metrosouthchamber.com/events

Cabo Vegan is a local vegan catering service with a menu consisting of 100% vegan/plant based options. Popular dishes include katxupa/cachupa katxupa, lobsterless rolls, chuna snack rolls, coconut black beans & squash, coconut chickpea curry, vegan BBQ chik'n, traditional "djagacida", baked mac & cheese, lasagna, lentil stew, bacalhau de nata, strawberry shortcake, almond cardamom cake, and more. Visit thecabovegan.com to learn more.



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

The power of knowing you are doing things right.

OCALIQ

Free Workshops to Help You & Your Business



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



en I'm Certified. Now What? Date & Time: January 10, 2023, 12:00pm Description: Have you just received your WBENC

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



Women Entrepreneur Workshop: Access to Capital Date & Time: January 10, 2023, 6:00pm

Description: Join us for a workshop series focused on the tools women entrepreneurs can use to thrive in Boston. In this workshop we will learn about accessing capital for your business. Starting your own business? Trying to grow or diversify but don't know where to start? Join us for a series of free workshops taught by experts and resources from the City of Boston to find the best tools and strategies for your business.



MGCC Empower Digital Grant Info Session Date & Time: January 17, 2023, 5:30pm

Description: Beginning in May 2021, \$3,800,000 will be made available for the Empower Digital Grant. This grant program provides funding for the needs of Massachusetts-based small businesses owned by socially and economically disadvantaged individuals seeking tools and services to develop their digital capabilities in partnership with a Small Business Technical Assistance (SBTA) provider for up to \$5,000. SBTA providers are the door to this grant program for applicants. SBTA providers will sponsor small businesses to apply and support the effort of the small business applicants through technical assistance in the application process. The small business applicants, with the help of their SBTA sponsor, will work with a Qualified Professional in the area of their greatest digital need(s) to pursue a digital development plan. Additional consideration will be given to businesses owned by women, minorities, immigrants, non-native English speakers, U.S. Military Veterans, disabled individuals, LGBTQ+, low-to-moderate income owners, socially and economically disadvantaged individuals, and businesses operating in Gateway Cities.

SCORE //

Tax Preparation for the Self-Employed Date & Time: January 18, 2023, 12:00pm

FOR THE LIFE OF YOUR BUSINESS Description: Sheila May, a tax preparer with the IRS Enrolled Agent credential, will be giving lots of good tips for the SELF-EMPLOYED just in time for tax season. She will tell you easy ways to make tax preparation more manageable.



Apply for Diversity Certification

Date & Time: January 26, 2023, 10:00am

Description: 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.

"Cultivate" 12 Week Business Education Program



Santander's Cultivate Small Business program is designed to support the growth of early-stage woman-, BIPOC-, and immigrantowned food businesses in emerging neighborhoods in the Greater Boston area. This 12-week, fully virtual program is completely free to entrepreneurs, and provides you with industry-specific education, networks, and mentoring, along with the opportunity to apply for capital grants for your business. Learn more: https://sforce.co/3Q5RaPY

Register for an infosession: www.eventbrite.com/e/santanders-cultivate-small-business-information-session-tickets-441348514287

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 to learn more and apply for the follow grants:

BIZ-M-POWER GRANT: This program is focused on assisting lowincome 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 to learn more.

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



First Time Home Buyers currently living in one of these communities may be eligible for a grant up to \$50,000 toward closing costs and down payment purchases in MA. Eligible communities: 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. For more information and to check eligibility, visit nhsmass.org/wp-content/uploads/ MassDREAMS-Factsheet_-w-logo.pdf

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Job & Internship Fairs - Connecting with the Workforce



Thursday, April 6, 2023 | 11:00 am - 2:00 pm Tinsley Athletic Center Gym | 131 Summer St., Bridgewater

The Job & Internship Fair is a great way for employers to meet a large number of potential candidates looking for

full-time, professional-level positions as well as internships. Career Services provides a comprehensive marketing effort for the event so that employers can expect to see hundreds of candidates. This event is open to all Bridgewater State University students, alumni and the community providing over 100 employers with the opportunity to meet with 500+ candidates from a variety of majors at the undergraduate and graduate levels. Employers attending must have open/ anticipated full-time, degree required jobs and/or academic internships. This event is invite only. Please contact Laurent Troland at: ltroland@bridgew.edu

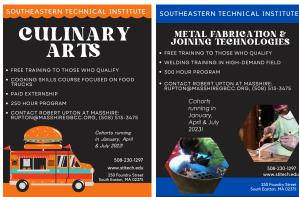
UMass | Dartmouth

The following are career fairs held by UMass Dartmouth. Visit umassd.edu/ career/events to learn more.

- "Health and Nursing Career Fair" | 2/23 @ 2:00 pm

- -"Business, Engineering, and Technologies Career Fair" | 3/22 @ 2:00 pm
- -"Humanities, Creativity, and Common Good Career Fair" | 3/23 @ 2:00 pm
- -"Just in Time Career Fair" | 4/20 @ 1:00 pm

Free Occupational Training at Southeastern Tech/MassHire Join the Chamber Now, \$1,000 in Incentives



RENEWING Members

Thank you!

AGM Industries, Inc. Alternative Compassion Services Auburn Construction Co., Inc. Bridgewater Polyvinyl, Inc. Bridgewater Trophy Brockton VNA **Capstone Communities** Edible Southeastern Massachusetts Fisher College Frenette & Associates, P.C. Fuller Craft Museum Heidi's Hollow Farm J. Frank Conley, Inc. Kent, Parker & Associates, Inc. Law Office of Mark D. Petti Mallory Headsets, Inc.

Massasoit Community College McCaul Land Title Company Rockland Ice Rink SCU Credit Union **Texas Roadhouse** Thorny Lea Golf Club Town of Easton Unified Family and Youth Network, Inc. United Way of Greater Plymouth County, Inc. William M. Callahan Realty Group/ Keller Williams Realty Willwork Inc., Exhibit & Event Services Yamato Japanese Steak House

starts-in-january.

WELCOME NEW MEMBERS!

Reinvesting in Our Community

Ross Insight Solutions Carolyn Ross 31 King Arthur Road North Easton, MA 02356 (774) 250-5005 www.rossinsightsolutions.com Human Resource Consultants

Fisher College Richard Potter 451 Elm Street North Attleboro, MA 02760 (774) 296-7650 www.fisher.edu Schools/Colleges

Happy Heart Restaurant & Bakery Jean Claude Andy 439 Middleboro Avenue Apt. 1 East Taunton, MA 02718 (781) 308-3918 Restaurants

New Heights Charter School of Brockton Maria Fernandes 1690 Main Street Brockton, MA 02301 (508) 521-9471 www.newheightscharterschool.com Schools/Colleges

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



a member Becoming of the Metro South Chamber of Commerce provides your opportunities business 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.

Employee

financially

The Truth About Employee Retention Credits (ERC) and Affordable, Flexible Health Coverage for Small Biz How to Process the Paperwork

Employee Retention Credits (ERC)



Up to \$26K of tax credits per employee

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

MassDevelopment **Contact:** Jay Pateakos (508) 678-0533

MassHire Greater Brockton Workforce Board (MassHire GBWB) Contact: Sheila Sullivan-Jardim (508) 584-3234

The

help

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

you

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



Employers' Experience with Health Connector for Business

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



The Massachusetts Health Connector is here in support of small businesses and employees to make sure you know about the affordable and costsaving health insurance options

> available through www. MAhealthconnector.org/ business.

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

included. The agenda includes:

- Coverage options for small employers
- Flexible Employee Choice models

• Exclusive cost-saving benefits such as the ConnectWell rebate program and the Small Business Tax Credit

· Health insurance options for individuals and families not eligible for small group coverage

slidedeck The also available files.constantcontact. is at com/969219b8001/61411af4-586e-4d68-a1fe-796f7b812a7e.pdf

Small Business Resource; We Speak Portuguese!



Theresa Lobo-Albin, Small Business Assistance



Counselors.

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

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

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

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 Industrial Park Association operate within the confines of Avon Industrial Park in Avon, Massachusetts. For more information please visit avonindustrialpark.org.



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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."

www.eastbridgewaterbiz.com visit for more information. Please



healthy

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 climate. Visit easton-chamber.com business 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...

January 5: How To Pay Small Business Taxes Strategically to Avoid One Big Tax Bill January 10: How To Start a Business Using A Free SCORE Mentor

January 12: 2023 Hottest Business Ideas, Trends & Markets

January 17: The Best Start Up Strategies For Starting a Small Business

January 19: Should You Get Certified as a Woman-owned, Veteran-owned, or Minorityowned Business?

January 24: Tax Filing Requirements for Small Businesses in Mardarin January 24: SEO Marketing For Small Business Websites

January 25: How to create a five-star experience for your client and then upgrade them

January 26: How to Turn Your Invention Into A Product and Bring it Market January 31: How To Create A Marketing Plan For Your Small Business

> 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

ACTION Report January 2023

www.metrosouthchamber.com



P.O. Box 554, South Easton • (508) 279-1800 www.yourhralternatives.com

employees, enjoy work and succeed; leading to improved business performance. We strive to foster workplace environments based on mutual respect and real estate loans, all customized to fit your company. and shared success. We'll work with you on a project, retained or hourly basis. We'll also help train your current HR staff. Let us know what you need. We design and deliver hands-on workshops for employees at all levels to address performance achievement and drive results."



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partner who really understands your goals. That's why we offer a variety of accounts, business lending options, Our financial services are designed to help with the dayto-day-so you can keep growing year to year."

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27 Harold W Biship Blvd, North Attleboro • (508) 739-5240 www.vjcinternational.com

"HR Alternatives' goal is to help you, and your "When it comes to managing your business, you want a "VJC International is your STRATEGIC TALENT SOLUTIONS PARTNER for all your Staffing needs providing Direct Hire and Temporary Staffing Solutions. We are passionate about our work and commitment in

delivering Best in Class services to our clients. We have the essential skills and experience to support your business by offering unique Talent Acquisition Services on a wide variety of functional areas and industry segments."



Join the Chamber!

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

www.metrosouthchamber.com Join the Chamber and network your business to success!

The Chamber hosts informative meetings, networking events, and puts you in touch with your legislators. We also offer marketing and advertising opportunities, referrals, publicity and exposure. In addition, we offer Health Insurance packages and more. Call to learn more today!



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.

Tax Preparation for the Self-Employed 12:00PM **Online workshop offered by SCORE**

Sheila May, a tax preparer with the IRS Enrolled Agent credential, will be giving lots of good tips for the SELF-EMPLOYED just in time for tax season. She will tell you easy ways to make tax preparation more manageable.

Register: metrosouthchamber.com/events

Board Meetina 12:30PM Virtual meeting via Zoom Chamber board meeting.

Email chris@metrosouthchamber.com for info.

When Metro South is Home, **Everything's Within Reach**

Hundreds of Dining Options • Great Conference Space Over 500 Hotel Rooms • Many Parks & Lakes



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

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

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

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



January 27 Good Day Metro South 11:45AM Stonehill College, 320 Washington St., Easton

Guest speakers: Jeff Fuhrer, Foundation Fellow, Eastern Bank Foundation and former senior policy advisor at the Federal Reserve Bank of Boston: and Chaitra Sanders. Associate Director for Health Connector Business. Massachusetts Health Connector for Business. Also featured during this event will be an interview with recently elected State Representative, Rita Mendes!

Register: metrosouthchamber.com/events

