



# Actionreport



February  
2023

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.



Dean Sam Beldona  
Meehan School of Business  
Stonehill College • Page 6



Chaitra Sanders, MA Health  
Connector for Business  
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## February Luncheon features Donahue Institute, Economist & Brockton Mayor

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

GOOD DAY

METRO SOUTH

THU 09

Thursday, February 9th

11:45 am - 1:30 pm

Thorny Lea Golf Club | 159 Torrey Street, Brockton

GUEST SPEAKERS

Robert F. Sullivan

Mayor of Brockton

Dr. Mark Melnik

Director, Economic & Public Policy Research, UMass Donahue Institute

Please join us on Thursday, February 9th from 11:45 AM – 1:30 PM for a Good Day Metro South luncheon at Thorny Lea Golf Club, located at 159 Torrey Street in Brockton. This event is sponsored by OCES - Old Colony Elder Services.

Our guest speakers at this event are Dr. Mark Melnik, Director of Economic & Public Policy Research at UMass Donahue

Institute; and Mayor of Brockton, Robert F. Sullivan.

Questions? Contact Cathryn Schofield at [CSchofield@metrosouthchamber.com](mailto:CSchofield@metrosouthchamber.com) or call (508) 586-0500 x 231 for assistance. Register and learn more online at [metrosouthchamber.com/events](http://metrosouthchamber.com/events). *Speaker bios on page 2.*



## 8th Annual Multicultural Business Forum & After Hours, Expo March 2

Thursday, March 2 | 5:00 pm - 7:30 pm | Thorny Lea Golf Club | 159 Torrey Street, Brockton

8th annual

multicultural

BUSINESS FORUM

& BUSINESS

after hours

JOE GONÇALVES

NEW VISION ENTERPRISES

LEI NICHOLS

WISE MOUTH TEA

CARLA "REESIE" SMITH

REESIE'S MARVELOUS HATS

TOMÉ ANDRADE

CABO VEGAN

MAR. 2 @ THORNY LEA

BROCKTON, 5-7:30PM

Logos: Metro South, OCES, The Greater Brockton Community Navigator, UMass Donahue Institute, Brockton, Rotary, North Easton

Join us Thursday, March 2nd from 5:00 pm -7:30 pm for the 8th Annual Multicultural Business Forum & Business After Hours.

This triple feature event includes a business resource expo, woman & minority owned business panel, and after hours networking.

This is a great opportunity for potential and existing entrepreneurs to learn about helpful resources, network

with local businesses, and hear from entrepreneurs who have successful businesses. The business resource expo is FREE to participate! Expo space is limited, register now online at [metrosouthchamber.com/events](http://metrosouthchamber.com/events). *Continued on page 2.*

## Reesie's Marvelous Hats Ribbon Cutting - Feb. 10 in Stoughton

February 10

RIBBON CUTTING

Reesie's Marvelous Hats

743 Washington St. Stoughton

02/10 @ 4:00PM

Ribbon Cutting with refreshments, tours, networking opportunities, photo-op, and more!

Learn more on page 7.

## CALL FOR NOMINATIONS



Small Biz, Entrepreneur,  
Leadership Advancement of Women

Recognizing the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region. We welcome you to nominate businesses for the 2023 Small Business of the Year and Entrepreneur of the Year awards. Nominating someone is easy! You may nominate your own business or any other business you deem worthy.

**25th ATHENA Leadership Award:** an exceptional individual who has achieved excellence in their business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential. *For nomination forms, call Cathryn at (508) 586-0500 x 231.*

## About the Speakers: February 9, Chamber Luncheon

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



Dr. Mark Melnik, Director of Economic & Public Policy Research at UMass Donahue Institute

**Dr. Mark Melnik** specializes in demographic, socio-economic, and labor market issues and leads a 20-person team working on a variety of economic and public policy research projects informing clients in government, private industry, and the non-profit sectors. In his time at the Institute, Dr. Melnik has served as the principal-in-charge on projects with such clients as the Secretary of the Commonwealth, the Massachusetts Gaming Commission, the Boston Foundation, the City of Boston, the City of Cambridge, MassDOT, the New England Foundation for the Arts, MassEcon, MassDevelopment, the Boston Private Industry Council, the Massachusetts Department of Housing and Community Development, the Massachusetts Housing Partnership, and the

MetroSouth Chamber of Commerce. In addition, Dr. Melnik serves as the Senior Managing Editor of MassBenchmarks, the journal of the Massachusetts economy published by the Institute in cooperation with the Federal Reserve Bank of Boston.

Before joining the Institute, Dr. Melnik worked as Deputy Director for Research at the Boston Redevelopment Authority (BRA) where he led research teams on demographic and economic research studies as well as analyses used for public policy advisement and decision making with the BRA and the City of Boston. Before joining the BRA, Dr. Melnik worked as a research associate at the Dukakis Center for Urban and Regional Policy at Northeastern University. As a leading expert in demographic and socioeconomic issues in the Commonwealth, Dr. Melnik is quoted extensively in the media and was appointed to Governor Charlie Baker's Future of Transportation Commission and the Massachusetts Economic Development Council Board of Directors.

He holds a doctorate in sociology from Northeastern University. His dissertation explored skill and credential mismatches in the greater Boston labor market. He received his master of arts from Northeastern University and his bachelor of arts from Youngstown State University, both in sociology. Learn more about Mark at [donahue.umass.edu/business-groups/economic-public-policy-research/staff](https://donahue.umass.edu/business-groups/economic-public-policy-research/staff).



Mayor of Brockton, Bob Sullivan

**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.

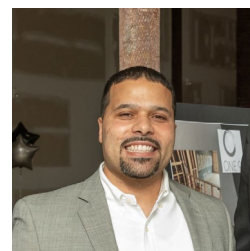
Prior to being elected Mayor in 2019, he has served on the Brockton City Council as a Councilor-At-Large since 2006. In that role, he was elected by his colleagues to serve as the City Council President five times.

He previously served as a volunteer Board Member of the Good Samaritan Medical Center (2009-2019), the St. Joseph Manor Nursing Home, and the Brockton Historical Society.

He is a volunteer youth soccer, baseball, and basketball coach within the City of Brockton. He is a member of Our Lady of Lourdes Church. He is married to Maria (Luizzi) Sullivan, who also grew up in Brockton, and they have three children. Learn more about the Mayor of Brockton at [brockton.ma.us/staff-member/robert-sullivan/](https://brockton.ma.us/staff-member/robert-sullivan/)

## About the Speakers: March 2, Multicultural Biz Forum

Thursday, March 2 | 5:00 pm - 7:30 pm | Thorny Lea Golf Club | 159 Torrey Street, Brockton



Joe Gonçalves, New Vision Enterprises



**Joe Gonçalves**, former Brockton Redevelopment Authority board member, is one of the developers bringing market-rate housing to Brockton. "Every building that's going up is making the downtown district stronger and better by the day," Gonçalves said.

New Vision Enterprises is a construction management firm specializing in rehabilitation of commercial and residential real estate. Recently opened "One Nine Residences", (formerly the "First Parish" building), is a renovated historic building at 19 Main Street in downtown Brockton. Now completed, this multi-use complex offers twenty units of luxury apartments on the upper levels, and three thousand square feet of new ground level retail/office space. New Vision has a robust pipeline of future development in the downtown Brockton district. They will break ground on construction of a new residential building on a currently vacant Brockton lot later this year.



Lei Nichols, Wise Mouth Tea



grocery stores around Massachusetts.

**Lei Nichols** was teaching Chinese at a private high school when she noticed that the only beverages available to the students were sugary sodas and iced teas made with artificial ingredients. "I wanted to do something to solve this issue and provide healthier drinks for the kids and help influence others to make healthy dietary choices in their lives."

Drawing from lessons learned in the remote Chinese village of Shanzui from her grandmother and other family members about the art of Chinese tea, Lei created recipes for the three original Wise Mouth flavors and set out to make her dream a reality. Nichols credits the Commonwealth Kitchen and MGCC for helping her to grow her business, now selling teas in Stop & Shop



Carla "Reesie" Smith, Reesie's Marvelous Hats



**Reesie's Marvelous Hats** was fashioned by Carla Smith, a Certified Life Coach. She is the first minority woman owned hat store in Massachusetts. She started her business for the inspiration and positive vibe of reassuring people of their potential. She believes her hats are a reflection of self worth and you can reward yourself with a hat that inspires.



Tomé Andrade and Valery Teixeira, Cabo Vegan



**The Cape Verdean small business "Cabo Vegan"** is owned by couple Tomé Andrade and Valery Teixeira. What began as a small catering venture out of their home has

developed into a downtown storefront where they prepare and sell traditional Cape Verdean food with a twist - make it vegan. You can find veganized pastels and cachupa, as well as New England favorites like lobster rolls & tuna rolls at their new restaurant site located at 20 Main Street in Brockton, now open for take-out.

BOARD OF DIRECTORS, OFFICERS

Chair of the Board Richard Hynes, Barbour Corporation	Vice Chair Economic Development George Spilios, Crown Uniform & Linen Service
President and CEO Christopher Cooney, CCE, MPA, Metro South Chamber of Commerce	Vice Chair Government Affairs Fred Clark, Bridgewater State University
Chair-Elect Dan Evans, Evans Machine Co., Inc.	Vice Chair Community Affairs Sue Joss, Brockton Neighborhood Health Center
Treasurer Gregory Hart, CPA, Summer St Financial Advisors	Vice Chair Membership Development Mike Lambert, Brockton Area Transit Authority
	Immediate Past Chair Joseph Casey, HarborOne Bank

BOARD OF DIRECTORS, DIRECTORS

Paul Anghinetti - Bank of America	Jeni Mather - JM Pet Resort
Carol Chin - McDonald's Franchisee	Matthew Osborne - Eastern Bank
Michele Cinquegrano - Verizon	Jay Pike, CPA - Citrin Cooperman
Todd Copeland - Copeland Auto Group	Albert Senesie - Victory Human Services
Ray DiPasquale - Massasoit Community College	Doug Smith - Stonehill College
Donald Donnalson - Beantown Builders, Inc.	Rich Spencer - North Easton Savings Bank
Nelson Fernandes - Toast	Andrew St. Pierre - Brockton Plumbing & Heating Supply
Robert Haffey - Signature Healthcare	Lisa Stratton - The Enterprise
Matthew Hesketh - Good Samaritan Medical Center - Steward Health Care	David Teixeira- The Mattress Maker of New England
Chuck Jones - Harbor Health	
Kelly Mallory - Mallory Headsets, Inc.	

CHAMBER STAFF	(508) 586-0500	Front Desk x 221
Christopher Cooney, CCE, IOM, MPA President and CEO x 223	Membership Membership Sales x 229	
Emma Stratton Director of Communications x 222	Theresa Lobo-Albin Finance x 230	
Cathryn Schofield Programs & Events Coordinator x 231		
	Newsletter Written & Designed by Emma Stratton. Printing Provided by The Enterprise.	

ACCREDITED  
CHAMBER OF COMMERCE

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

**Metro South Chamber of Commerce**  
Sixty School Street, Brockton, MA 02301-4087  
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www.metroouthchamber.com

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The Metro South Chamber of Commerce is solely responsible for the editorial content of this publication.

The Chamber wishes to assure our members of our intention to provide universal access to all programs. If you or your employees require assistance in this area, please let us know by calling the Chamber at (508) 586-0500 at least 48 hours in advance.

Calendar  
Sponsor:



CHAMBER Calendar

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

February

09	Good Day Metro South <i>Thorny Lea Golf Club, 159 Torrey Street, Brockton</i>	11:45 am
10	Ribbon Cutting: Reesie's Marvelous Hats <i>743 Washington Street, Stoughton</i>	4:00 pm
14	Metro South Chamber's 110th Birthday!	
20	Presidents' Day - Chamber Closed	
23	Apply for Diversity Certification <i>Online workshop offered by MA Supplier Diversity Office</i>	10:00 am
02	8th Annual Multicultural Biz Forum & After Hours <i>Thorny Lea Golf Club, 159 Torrey Street, Brockton</i>	5:00 pm
07	Executive Board Meeting <i>Zoom Virtual Meeting</i>	3:00 pm
08	Chamber Ambassador Meeting <i>Zoom Virtual Meeting</i>	9:00 am
29	Chamber Board Meeting <i>Metro South Chamber of Commerce, 60 School Street, Brockton</i>	12:00 pm

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



Leading Businesses.  
Leading Communities.

**Impact.**

It takes the right tools to start or grow a business. And it takes customers to keep business growing.

The Metro South Chamber of Commerce builds strong businesses and communities by connecting you to new customers and suppliers, as well as to those who influence the local economy and quality of life.

Access to the right tools. One more way the Chamber makes an impact.

**To join the chamber call 508.586.0500 or visit www.metroouthchamber.com**

Note: All meetings are held at the Metro South Chamber Office (via Zoom) or Metro South Business Assistance Center (BAC), Sixty School Street, Brockton unless otherwise indicated.

## UP-TO-DATE News



### 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.

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

### Fuller Craft Museum presents "Creative Alloys: The Boston Metals Scene"



Artists are often part of creative ecosystems, working within a network of allies

that inspire, educate, and support their careers. Creative Alloys: The Boston Metals Scene spotlights the vibrant metalsmithing and jewelry community that has ignited Boston over the past five decades. Organized in conjunction with the exhibition Daniel Jocz: Permission Granted in Fuller Craft Museum's M. Tarlow Gallery, Creative Alloys will spotlight the vigor and imagination of the unique artistic scene and the creative context from which sculptor Jocz emerged. This project has been supported by a grant from the Artist's Resource Trust. (Image

Credit: Joe Wood, "Loopy" Brooch, 2002). 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](http://fullercraft.org) to learn more.

### MSBDC Calendar - Online Training

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

- 2/8: Starting a Business 101
- 2/9: Ways to Fund Your Small Biz
- 2/16: Basics of Starting Your Biz
- 2/16: Improve Your Credit Score
- 2/16: Find Your Business Valuation, Unlock Your Future
- 2/21: How to Pitch Your Business in 3-5 Minutes
- 2/22: Financials 101
- 2/23: Woman-Owned Small Business Federal Contracting
- 2/28: Better Financial Management
- 3/6: Basics of Starting Your Biz
- 3/7: Women's History Month Small Business Conference

### Brockton-based Production Company Hosts Free Screening Feb. 22

The Emmy Award-Winning Noubé Productions latest documentary, "I Am You", will host a free screening on Wednesday, February 22, 2023 at Massachusetts State House in the Gardner Auditorium.

"I Am You" is a documentary

that takes an objective look at diverse perspectives of immigration. This film looks at the immigration system from the viewpoint of a "Dreamer", an "Angel Mom", and first generation immigrant children. The motion picture features Carlito Weaver, Erick Hernandez & Agnes Gibboney. Carlito is a Brockton High Counselor who details the struggles of his father's immigration status. Erick shares his story of coming to this country as an undocumented child seeking the American Dream, and Agnes chronicles her tragic story of loss and her concerns about how immigration policies contributed to her grief. The goal of the documentary is to educate and encourage empathy from all perspectives.

This documentary screening is sponsored by Senator Brendan Crighton and the Brockton Cultural Council.

Directors Noubé Rateau and William Medero, along with many others featured in the film, will be on hand for the screening.

The doors will open at 12pm, screening will start promptly at 12:30pm, light refreshments will be provided.

Trailer: [youtu.be/2EbuiJer4TA](https://youtu.be/2EbuiJer4TA)

Register online: <https://bit.ly/3lagJ7f>

## 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 Welcomes Neurologist Terrence Li, MD, FAAN - Dr. Li brings enhanced specialty care to the region

Good Samaritan Medical Center and Steward Medical Group are pleased to welcome Dr. Terrence Li, MD, FAAN. The addition of Dr. Li to the Department of Neurology will expand access to care for patients with neurological conditions.

Dr. Li is board-certified in Adult Neurology and Clinical Neurophysiology. He completed a fellowship in Neurophysiology at the University of Illinois at Chicago and completed his residency in Neurology at SUNY Upstate Medical University in Syracuse, New York. He earned his medical degree from SUNY Upstate Medical University.

Dr. Li is welcoming patients at 1 Pearl Street, Suite 2000 in Brockton. He has a clinical focus in treating conditions including: headaches, epilepsy, neuromuscular conditions, and memory disorders. He also sees patients at St. Elizabeth's Medical Center in Brighton. Appointments at

either clinic location may be made by calling (617) 789-2375.

"We are pleased to welcome Dr. Li to our staff," said Good Samaritan Medical Center President Matthew Hesketh. "His expertise will make a difference in the quality of life for patients who need neurological care, and we are happy to provide greater access to this specialized care for our patients."

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.



Neurologist Terrence Li, MD, FAAN

## Increasing retention, mitigating risk and improving the bottom line - Boutique HR firm launches in Easton



Carolyn Ross, Ross Insight Solutions

Helping businesses achieve the next level of success through onboarding, retention strategies, performance management programs, training, compliance and other areas of human resources (HR), Ross Insight Solutions offers comprehensive outsourced HR services to small and medium-sized businesses across all industries.

Based in Easton and serving Massachusetts, Rhode Island and beyond, the recently launched Ross Insight Solutions is an HR firm founded by Carolyn Ross, J.D., an HR expert with nearly 25 years of leadership experience in all aspects of human resources management across diverse industries.

**A Tailor-Made Approach:** Ross Insight Solutions enables businesses to solve their people needs through better HR practices. They work with business owners and/or management to provide a customized approach in areas that include: HR strategy and alignment with business goals and objectives to facilitate success; talent acquisition programs for better hiring and onboarding of employees; compliance with employment-related legal and regulatory requirements; employee relations and effective performance management programs; tailored training, development and coaching for management and staff; total rewards (compensation and benefits) programs; and creating a workplace culture that not only increases employee retention, but also maximizes employee engagement.

**Standing Out:** Prior to her extensive career in human resources, Ross practiced law in a general practice and owned one of the first mediation businesses in the northeast. Ross Insight Solutions' legal expertise and extensive experience in all aspects of HR management across diverse industries is what differentiates the firm from others. The firm is uniquely qualified to assess and ensure that companies remain in legal and regulatory compliance and have the necessary policies and procedures in place to mitigate risk.

Ross holds a Bachelor of Arts in psychology/business from Skidmore College along with a Juris Doctor degree from Suffolk University Law School. She holds certificates in HR Management from Bentley University; Coaching for HR Professionals from Center for Creative Leadership (CCL); Leadership Development for HR Professionals from CCL; is a certified mediator by Coast-to-Coast Mediation; and was formerly a certified Personal Renewal Group facilitator through Renee Trudeau & Associates.

Ross is a member of Northeast Human Resources Association (NEHRA), Society for Human Resource Management (SHRM), Senior Human Resources Network (SHRN), Vistage, and Spahk Network. She is a resident of Easton.

"Lack of time and resources is a challenge for many businesses experiencing significant growth and demand," said Carolyn Ross, founder. "When the focus is entirely on day-to-day operations, it means the only HR tasks that are completed are the absolute basics. That's where we can help."

Ross Insight Solutions provides expert HR services to companies that do not have a dedicated in-house HR person or department, or that need temporary augmentation of their existing HR team in order to: Create HR processes, programs and policies; Recruit and onboard new staff; Train and develop management and staff; Ensure legal and regulatory compliance; Improve employee retention and engagement.

The firm also provides interim HR leadership when companies are recruiting for an HR leader or their regular HR leader is on a leave of absence.

To schedule a complimentary HR consultation or for more information, contact 774-250-5005 or visit [www.rossinsightsolutions.com](http://www.rossinsightsolutions.com).

## 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 prepare 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/](http://metrosouthchamber.com/2022/11/a-little-sewerage-could-go-a-long-way/) to read the full study and view the slides.

prepare 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/](http://metrosouthchamber.com/2022/11/a-little-sewerage-could-go-a-long-way/) to read the full study and view the slides.

## 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](http://nhsmass.org/wp-content/uploads/MassDREAMS-Factsheet_-w-logo.pdf)

## 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.

## Stonehill Hosts Chamber Luncheon in New Year; Focus on Economy & Small Employer Health Insurance



The Chamber started the new year with a Good Day Metro South luncheon at Stonehill College's Martin Institute featuring an extraordinary business author, school & health program, plus the change to meet new State Rep. Mendes. This program was sponsored by Stonehill College.

Jeff Fuhrer, former senior policy advisor, Federal Reserve Bank of Boston, and Foundation Fellow at Eastern Bank Foundation, presented analysis and updates on today's economic status. Chaitra Sanders also spoke on Massachusetts Health Connector for Business - offering small employers in Massachusetts unprecedented flexibility, choice, and savings opportunities.

Thank you to our emcee, Rich Hynes, Barbour Corporation and our interviewer, Mahsa Khanbabai, Khanbabai Immigration Law. Photos courtesy of Rich Morgan Photography. Visit [flickr.com/photos/metrosouthchamber](https://www.flickr.com/photos/metrosouthchamber) to see more photos from this event.



Joanne Woods Young, Rotary Club of Brockton; Rich Hynes, Barbour Corporation; Richard Hooke, SCU Credit Union; Chris Cooney, Metro South Chamber of Commerce



Sam Beldona, Dean of the Meehan School of Business, Stonehill College



State Rep. Rita Mendes; Mahsa Khanbabai, Immigration Law



Chaitra Sanders, Massachusetts Health Connector for Business



Jeffrey Fuhrer, Foundation Fellow, Eastern Bank Foundation



Felicia Sepulveda, Bruno Fernandes, Cape Verdean Association of Brockton



Natalia Paczuski, Brant McGettrick, Bank of America



MA Senator Mike Brady; Mary Ellen Baker, HR Alternatives; Bill Callahan, William M. Callahan Realty Group; Rich Hynes, Barbour Corporation; State Representative Rita Mendes; State Representative Gerry Cassidy; Chris Cooney, Metro South Chamber of Commerce.

## New Restaurant Celebrated Downtown - Cabo Vegan

Metro South welcomed new vegan Cape Verdean restaurant "Cabo Vegan" to downtown Brockton last month with a ribbon cutting ceremony to celebrate their soft opening. Cabo Vegan is located at 20 Main Street in Brockton and is currently open for take-out. Their menu features veganized Cape Verdean classics, as well as New England favorites like tuna and lobster rolls with a vegan twist. City officials, business and community leaders, chamber members, the Cape Verdean Association, and U.S. Small Business Administration Norm Eng gathered to support this small business and the beautiful growth and development of the downtown area. Photos courtesy of Rich Morgan Photography. Visit [flickr.com/photos/metrosouthchamber](https://www.flickr.com/photos/metrosouthchamber) to see more.



## Member Profile - Cooking with Claudia

Cooking with Claudia



Happy Cooking! Happy Eating!

Cooking with Claudia

110 Center Street

North Easton, MA 02356

(508) 271-7770

[www.cookingwithclaudia.com](http://www.cookingwithclaudia.com)

Year Established: 2002 formerly known as "That's Tasty!"

Products or Services: Cooking lessons and catering

Number of Employees: 2

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

We offer cooking lessons to everyone beginning at 6 years of age. We host cooking parties for adults, children, and corporations. We also offer children's cooking camps during summer school vacation. We provide all the ingredients, recipes, and instructions. We use only the best ingredients for our lessons AND catering. We offer catering services for 2-300 people.

What is your market area?

Greater Brockton/Easton area

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

We pride ourselves on providing the best experience possible for all of our clients! Everything we do revolves around the desires of our clients.

Information Boards Updated, Two New Locations Added

Reesie's Marvelous Hats Ribbon Cutting - Feb. 10

BROCKTON



Keep an eye out for the newly updated Brockton Information Boards (the BIBs) across eight locations in Brockton. The new boards were installed in January, and feature local attractions as well as a map of Brockton containing major routes, transportation services, schools, and train stations. Sponsors are highlighted with a photo, logo, contact information, and description of their business.

Check out any one of the boards at any of the following locations: Brockton Historical Society - 216 North Pearl Street, Route 27; Metro South Chamber of Commerce & City Hall, School Street; Fuller Craft Museum, 455 Oak Street; Downtown Parking Garage, Corner of Main & Crescent Street; BAT Intermodal Centre, (2 boards) Corner of Commercial & Centre Street; Downtown Commuter Rail, Commercial Street, Police Station; plus two NEW LOCATIONS at Campanelli Stadium, home of the Brockton Rox, and the Westgate Mall, near Market Basket.

New City Brand Goes on the Road - Where Better Begins



Mike Lambert, Brockton Area Transit Authority; Mayor of Brockton, Robert F. Sullivan; Chris Cooney, Metro South Chamber of Commerce

Brockton - Where Better Begins, has recently been adopted as a brand for the city of Brockton. Mayor Bob Sullivan, The Eastern Bank Foundation and the Metro South Chamber of Commerce worked collaboratively with CTP advertising agency to develop the updated brand. A digital video highlighting the very best of Brockton was developed over the past six months and presented at a special reception held on the campus of Massasoit Community College. Additional marketing featuring the updated brand includes information boards, highway billboards, rack cards, print ads and a dozen new transit signs displayed on Brockton Area Transit buses. "This initiative is only possible because of the generous and proactive support/collaboration between the public and private sector here in Brockton. I want to thank the Mayor, Bob Rivers of Eastern Bank and Mike Lambert of BAT who have made this marketing possible.", said Chris Cooney, president, and CEO of the Metro South Chamber of Commerce.



Metro South Chamber President & CEO Chris Cooney with one of nine newly designed and installed Brockton Information Boards.



RIBBON CUTTING

Reesie's Marvelous Hats

743 Washington St.

Stoughton

02/10 @ 4:00PM

Ribbon Cutting with refreshments, tours, networking opportunities, photo-op, and more!

Carla Smith, Owner, "Reesie's Marvelous Hats", 743 Washington Street in Stoughton

Please join us for a ribbon cutting ceremony at Reesie's Marvelous Hats in Stoughton on Friday, February 10th at 4PM. Reesie's Marvelous Hats will host a ribbon cutting ceremony with refreshments, tours, networking, photo-op, and more! This is a complimentary event and open to the public, but please register in advance. Hope to see you there! Register online: [metrosouthchamber.com/events](https://metrosouthchamber.com/events)

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

The power of knowing you are doing things right.

LOCALiQ

PART OF THE USA TODAY NETWORK

localiq.com

## Free Workshops to Help You & Your Business



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



### How To Find Funding Opportunities For Black-Owned Businesses

**Date & Time:** February 7 @ 1:00pm

**Description:** In celebration of Black History Month,

our expert presenter, Phyllis Johnson, owner & CEO of PKJ Consulting, will discuss funding and financial opportunities available to the Black community. In this webinar, you will learn: What funding options are available, Where to find funding and financial opportunities, How to qualify for funding opportunities



### Did You Get Money from the SBA When You Needed it (EIDL)? Here's How to Pay it Back!

**Date & Time:** February 14 @ 11:00am

**Description:** We invite you to join this informative session hosted by the SBA and the Massachusetts Small Business Development Center's Northeast

Regional Office. This webinar will help you to understand your obligation to repay your EIDL. Sound familiar? The EIDL (Emergency Injury Disaster Loan) was provided during COVID to help businesses have working capital. There was a 30-month deferment to start repaying the loan — that time is now for many businesses.

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

**Date & Time:** February 7 @ 12:00pm

**Register:** [cwewbc.ecenterdirect.com/events/978272](https://cwewbc.ecenterdirect.com/events/978272)

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



### Legal Clinic with Weil, Gotshal & Manges LLP

**Date & Time:** February 16 @ 8:00am

**Register:** [cwewbc.ecenterdirect.com/events/978436](https://cwewbc.ecenterdirect.com/events/978436)

**Description:** CWE in collaboration with Weil, Gotshal & Manges LLP, will be offering legal one-to-one consultations in the following topics: Helping to form entities, Reviewing contracts (ones that are corporate in nature, e.g. not IP), Drafting bylaws or other organizational documents. Each consultation will last 1 hour within the time period of 9-12.

### Apply for Diversity Certification

**Date & Time:** February 23 @ 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.



## "Building a Better Business" March Workshop Series



NeighborWorks Housing Solutions was tasked with managing a \$1M Venture Loan Fund for the City of Brockton. Created by five financial entities, HarborOne Bank, Eastern Bank, SCU Credit Union, Rockland Trust and

North Easton Savings Bank, this fund is for small businesses who want to start, grow and/or relocate in Brockton.

Each new or growing business helps to fuel the city's economic engine by creating jobs and stimulating the need for housing. Through the banking partnership, opportunities can be envisioned in the local business community.

The program "Building a Better Business" consists of three classes. Each 2-hour class will be educational and interactive as we will use group brainstorming and technology throughout the session. Visit [metrosouthchamber.com/event/building-a-better-business-march-2023](https://metrosouthchamber.com/event/building-a-better-business-march-2023) session to learn more and to sign up.

### Building a Better Business 101 – Starting and Growing

**Tuesday, March 7, 2023 from 6-8 PM**

In this class, we will discuss being and/or becoming a business owner and asking basic questions that will help define your business.

- Micro Moments
- Being an Entrepreneur
- Personal Credit
- Business Types & Tax Responsibilities
- Funding
- Your Idea
- Your Product and Customer

### Building a Better Business 102 – Marketing Tools that Work

**Tuesday, March 14, 2023 from 6-8 PM**

In this class, we will discuss the importance of marketing and it's many useful tools. The least funded, yet most important, marketing can ultimately make or break your business.

- Living through 2022
- SMB Marketing Challenges
- The Marketing Wheel
- Your Website
- Integrating the Tools
- Trends

### Building a Better Business 103 – Working through Your Concept

**Tuesday, March 21, 2023 from 6-8 PM**

In this interactive class, we will walk through the research and development of your product or services. We will search for information that will help to understand your financial projections and give you solid results on starting and/or growing your business.

- Industry Experience
- Executive Summary – Your Story
- Team Approach
- Start-Up Cost & Monthly Expenses
- Pricing & Breakeven
- Cash Flow & Projections
- Loans
- Accountants & Accounting Software

# WELCOME NEW MEMBERS!

## Reinvesting in Our Community

### Brockton Rox

Norm Laviolette  
1 Feinberg Way  
Brockton, MA 02301  
(508) 559-7000  
www.brocktonrox.com  
*Entertainment*

### Comparion Insurance Agency

Joseph Chermesino  
45 Curve Street  
Bridgewater, MA 02343  
(774) 235-0339  
www.comparioninsurance.com/  
insurance-agent/massachusetts/  
norwood-0864  
*Insurance*

### Maynard Strategies

Gregory Maynard  
4 Main Street, Suite 21  
Brockton, MA 02301  
(978) 758-5788  
www.maynardstrategies.com  
*Promotional Products*

### Philadelphia Insurance Companies

Ian Rider  
750 West Center Street, Suite 300  
West Bridgewater, MA 02379  
(781) 341-9899  
www.phly.com  
*Insurance*

### Pinnacle Partnerships

Kristi Glenn  
P.O. Box 613  
South Easton, MA 02375  
Phone: 508.251.9325  
www.pinnaclepartnerships.org  
*Training Consultants*

### WeCare 365 AFC

Ms. Gabriella Spinola  
528 Pleasant Street  
Brockton, MA 02301  
(508) 584-2131  
www.wecare365afc.com  
*Home Health Care*

**For membership, contact:** (508) 586-0500 x 229

membership@metrosouthchamber.com

# RENEWING Members

## Thank you!

Anania Plumbing & Heating, Inc.  
B.E. Peterson, Inc.  
Baypointe RehabCenter, LLC  
Beantown Builders, Inc.  
Boys and Girls Club of Brockton, Inc.  
Brewster Ambulance Service  
Brockton Area Transit Authority  
BuzzAround  
Cadence Academy  
Cambridge Savings Bank  
Combined Insurance of America  
Comcast Business  
Concord Foods, LLC  
Cushman Insurance Group  
Douglas A. King Builders, Inc.  
Easy Step Up  
Energy Conservation, Inc.  
Fun Enterprises, Inc.

GleeWorks Holistic Coaching  
Grant's Rental  
HarborOne Bank  
Independence Insurance Agency  
M. Donahue Associates, Inc.  
North Easton Savings Bank  
NorthEast Electrical  
Philadelphia Insurance Companies  
Pressure BioSciences, Inc.  
Romm Diamonds  
Simpson Spring Company  
South Shore Bank  
Stonehill College  
Sulmonte & Frenier, LLP  
The Woodlands at Abington Station  
Theory Wellness Inc  
Verizon Communications  
Viking Sheet Metal, Inc.

# Job & Internship Fairs - Connecting with the Workforce



BRIDGEWATER  
STATE UNIVERSITY

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](http://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

## 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).

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

## Employee Retention Credits (ERC)



*Up to \$26K of tax credits per employee*

The Employee Retention Tax Credit (ERC) has evolved to become more widely available to many small businesses. It is worth, in many instances, more than PPP and EIDL grants. The ERC is for your small business to help you financially make it all the way

through this pandemic. You will be glad you spent the one hour listening to this concise and helpful Zoom recording from the SBA. It's the first time they are presenting on this topic.

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

## Federal, State & Regional COVID-19 Resources



The Metro South Chamber of Commerce is dedicated to providing support for our business community now more than ever - we're here for you. Below, please find an extensive list of federal, state, and regional resources available to you during the COVID-19 pandemic.

**Brockton Redevelopment Authority**  
Contact: Patricia Jackson  
(508) 586-3887

**Center for Women & Enterprise**  
Contact: Carla Akalatian  
(617) 532-0244

**Massachusetts Office of Business Development (MOBD)**  
Contact: Margaret Laforest  
(617) 939-3097  
Contact: Susan Whitaker  
(617) 620-1005

**MA Small Business Development Center Network (MSBDC)**  
Contact: Jill Beresford (508) 673-9783

**Massachusetts Supplier Diversity Office (SDO)**  
Contact: John Fitzpatrick  
(617) 720-3300

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

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

**MassHire Greater Brockton Career Center (MassHire GBCC)**  
Contact: John Murray  
(508) 513-3400

**Old Colony Planning Council**  
Contact: Mary Waldron  
(508) 583-1833 ext. 202

**SCORE Business Counselors**  
Contact: Peter Smith  
(508) 587-2673

**South Eastern Economic Development (SEED) Corporation**  
Contact: Sue Murray  
(508) 822-1020

**U.S. Small Business Administration (SBA)**  
Contact: Susan Lourie  
(617) 565-5564

## Real Estate Spotlight: 132 Court Street, Brockton



Market Rate Development opportunity! 150 Unit (110-1BR & 40-2BR) Multifamily w/ 4,000 sqft of commercial/retail space to be developed. This development is located within 250 feet of the MBTA Rail Station in Downtown Brockton as well as the Brockton Area Transit Authority Intermodal Parking Facility. Be in Boston within 35

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

## SEED Corp. Small Business Education Calendar



**SOUTH EASTERN  
ECONOMIC DEVELOPMENT  
CORPORATION**

Throughout the year, SEED holds and participates in events geared toward educating, preparing, and empowering small business owners as well as all those

who serve budding and seasoned entrepreneurs. Visit [seedcorp.org/events](http://seedcorp.org/events) to learn more and register.

- 2/7: Basic Entrepreneurial Workshop - Business Fundamentals
- 2/9: Basic Entrepreneurial Workshop - Understanding Business Financials
- 3/2: Small Business Seminar - Navigating Financial Planning, Life Insurance, Retirement Options for Small Business Owners
- 3/7: Basic Entrepreneurial Workshop - Business Fundamentals
- 3/9: Basic Entrepreneurial Workshop - Understanding Business Financials

## Affordable, Flexible Health Coverage for Small Biz



**MASSACHUSETTS  
HEALTH  
CONNECTOR  
for Business**

The Massachusetts Health Connector is here in support of small businesses and employees to make sure you know about the affordable and cost-saving health insurance options available through [www.MAhealthconnector.org/business](http://www.MAhealthconnector.org/business).

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

- Coverage options for small

employers

- Flexible Employee Choice models
- Exclusive cost-saving benefits such as the ConnectWell rebate program and the Small Business Tax Credit
- Health insurance options for individuals and families not eligible for small group coverage

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

**Employers' Experience with Health Connector for Business**  
Groups shopping through the Health Connector for Business receive greater cost savings and flexibility through these benefits:

<b>FLEXIBLE CHOICES</b>	<b>EMPLOYEE CHOICE MODELS</b> Through our flexible employee choice models employers can allow employees to shop for different plans that fit their needs, all while keeping employer costs constant.
<b>REBATES</b>	<b>CONNECTWELL</b> Employers with 1-25 enrolled employees will be eligible for a 15% rebate on the employer's premium contributions if 33% of employees complete one of 30+ approved wellness activities.
<b>TAX CREDITS</b>	<b>SMALL BUSINESS HEALTH CARE TAX CREDIT</b> Only businesses that shop through state marketplaces can be eligible for the Small Business Health Care Tax Credit.
<b>NO FEES</b>	<b>NO FEES OR MEMBERSHIP DUES</b> The Health Connector for Business allows for you to shop for coverage options and enroll in coverage without any fees or dues.

HEALTH CONNECTOR

# 14 Ways to Block Mobile Attacks - Don't let your guard down because you're on a mobile device.

1. Don't allow your device to auto-join unfamiliar networks.
2. Always turn off WiFi when you aren't using it or don't need it.
3. Never send sensitive information over WiFi unless you're absolutely sure it's a secure network.
4. Only use apps available in your device's official store - NEVER download from a browser.
5. Be wary of apps from unknown developers or those

- with limited/bad reviews.
6. Keep them updated to ensure they have the latest security.
7. If they're no longer supported by your store, just delete!
8. Don't grant administrator, or excessive privileges to apps unless you truly trust them.
9. Watch out for ads, giveaways and contests that seem too good to be true. Often these lead to phishing sites

- that appear to be legit.
10. Pay close attention to URLs. These are harder to verify on mobile screens but it's worth the effort.
11. Never save your login information when you're using a web browser.
12. Disable automatic bluetooth pairing.
13. Always turn it off when you don't need it.
14. Don't trust unfamiliar messages. Just like email, think before you click any links!

## 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.

## 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!



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...

**February 9:** Small Business Tax Questions - Ask the CPA 2023

**February 14:** Get Your Local Business on Google Search and Maps

**February 16:** How to Start an Online Business on a Budget

**February 21:** Small Business Cash Flow - Understanding Money Management

**February 23:** How to Recession-Proof Your Business



**March 17:** Simplifying Social Media Marketing for Small Business

- What do I need to start?
- What Social Media should I use?
- How does it work?
- What does it cost?

**SIEMEDS**

57 Tupelo Street, Brockton • (857) 777-8704  
www.siemeds.com

**Catholic Charities South**

169 Court Street, Brockton • (508) 587-0815  
www.ccab.org

**Physical Therapy U**

75 Scotland Blvd, Unit A • (508) 698-2000  
www.ptuclinic.com

**Join the Chamber!**

## YOUR BUSINESS PROFILE HERE...

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

60 School Street, Brockton • (508) 586-0500  
www.metroouthchamber.com

"SIEMEDS is more than just a delivery service. From our skilled customer service experts to experienced bonded drivers and cutting-edge technology, we provide peace of mind for everyone who needs their shipment done correctly. WE are Clients Oriented."

"OUR VISION: To help create a just, equitable and compassionate society rooted in the dignity of all people."

OUR MISSION: We welcome and serve, with compassion and respect, all those in need by providing life's necessities, education, and advocacy to move families toward self-sufficiency."

"Our mission is to be seen as the primary resource for injury recovery and rehab. To amplify a positive experience in a healthcare setting. To encourage patient involvement and an understanding of the entire rehab process. To maximize recovery in order to decrease risk of recurrence of injury and improve overall quality of life."

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

## Starting a Business?

Need help starting your business?  
Looking for money to start your business?

The Metro South Business Assistance Center Can Help!

**COUNSELING:** Individual counseling is available by appointment for start-up and existing businesses. Counselors are working or retired professionals, highly experienced and willing to share their knowledge in financing, marketing, management, and more.

**REFERENCE MATERIALS:** An outstanding collection of reference materials that include hundreds of fully detailed, step-by-step guides for every aspect of starting and maintaining a small business.

**ACCESS:** To computer and business-related software, including QuickBooks Pro, Business Plan Pro, Loan Builder, Microsoft Office, and more.

**EDUCATION:** Workshops include QuickBooks, Writing a Business Plan, SEED Commercial, Social Media Series, DCAMM Certification, and more.

(508) 586-0500 metrosouthchamber.com/resources/business-assistance.

### Major Sponsors:



The Enterprise



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

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



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

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

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



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



## BUSINESS EVENTS *Planner*

### February 9

#### Good Day Metro South

11:45AM

Thorny Lea Golf Club, 159 Torrey Street, Brockton

Guest speakers: Dr. Mark Melnik, Director of Economic & Public Policy Research at UMass Donahue Institute; and Mayor of Brockton, Robert F. Sullivan.

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

### February 10

#### Ribbon Cutting Ceremony -

#### Reesie's Marvelous Hats

4:00PM

743 Washington Street, Stoughton

Join us for a ribbon cutting & grand opening ceremony with networking, tours, photo-op, and more!

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

### March 2

#### 8th Annual Multicultural Biz Forum & Business After Hours

5:00PM

Thorny Lea Golf Club, 159 Torrey Street, Brockton

5:00PM - Business resource expo & networking

5:30PM - Woman & minority owned business panel ft. Joe Gonçalves, New Vision Enterprises; Lei Nichols, Wise Mouth Tea; Carla Smith, Reesie's Marvelous Hats; and Tomé Andrade, Cabo Vegan.

6:15PM - Business After Hours Networking

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

### March 8

#### 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).