

Wednesday, April 12th at 12:30pm featuring a economic development leaders on commercial and housing development; and a new leadership program. This event will take place at Thorny Lea Golf Club, located at 159 Torrey Street in Brockton. This event is very limited capacity and will sell out; please inquire with Cathryn if interested - CSchofield@metrosouthchamber.com

Our panel of guest speakers include Lynn Tokarczyk, Government Tax Incentive Consultant, Business Development Strategies, Inc.; Rob Corley, CEO, NeighborWorks Housing Solutions; and Rob May, Director of Planning and Economic Development, City of Brockton. Additional panelists may also be added - stay tuned!

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

Small Business & Entrepreneur of the Year to be held in May

Small Business & Entrepreneur of the Year Awards | [tentative] May 19 | 12:00 PM - 1:30 PM | Thorny Lea, Brockton



CALL FOR NOMINATIONS!

METRO SOUTH Send us your suggestions for Small Business & Regional Economic Development Organization Entrepreneur of the Year to be recognized on Friday, May 19th at the 32nd annual awards ceremony.

Nomination guidelines on page 8. To download a nomination form, visit metrosouthchamber.com deadline to submit is April 14th.

Sponsored by:









Nicole Long, Old Colony Elder Services (OCES)

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Jeff Charnel North Easton Savings Bank Page 6

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"Leadership South Shore" to Highlight Metro South

Wednesday, April 12 | 12:30pm | Thorny Lea Golf Club | 159 Torrey St., Brockton







Founded in 2003 by Lynn Tokarczyk, former а

regional director of the Massachusetts Office of Business Development and senior manager for Ernst & Young, the BDS team helps companies across a wide spectrum of industries identify, negotiate and secure state and local tax incentives to help accelerate their real estate expansion plans.

Lynn Tokarcyzk, Government Tax Incentive Consultant, **Business Development** Strategies, Inc.

As the only Massachusetts firm exclusively dedicated to government tax incentives consulting, BDS has the contacts, connections and expertise needed to achieve outstanding results. Our strength lies in our ability to successfully navigate the maze of government incentives,

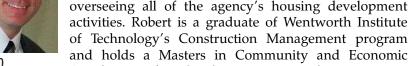
negotiate effectively with state and local leaders and nurture positive relationships among business, community and government stakeholders.



HOUSING SOLUTIONS

Robert Corley has been with **NeighborWorks**® NeighborWorks Southern Mass since 1997. Prior to becoming Executive Director of the agency in 2009, Robert was the Director of Real Estate for NWSOMA,

Rob Corley, CEO, **NeighborWorks Housing** Solutions



activities. Robert is a graduate of Wentworth Institute of Technology's Construction Management program and holds a Masters in Community and Economic Development from Southern New Hampshire University.

In 2010, he participated in Boston University's Institute for Nonprofit Management and Leadership Certificate

Program and he is a recent graduate of the Achieving Excellence in Community Development program co-sponsored by NeighborWorks America and Harvard University. In 2012, Robert was recognized as Rising Star by the Massachusetts Association for Community Development Corporations where he is a current board member. Robert is also a board member of the National NeighborWorks® Association. A charter member of the national NeighborWorks® America network, NHS is a full-service NeighborWorks® Homeownership Center with locations in Quincy, Brockton, Kingston, New Bedford, and Taunton.



Rob May, Director of Planning and Economic Development, **City of Brockton**

Rob May joined the City BROCKTON in 2014 as Director of Planning and Economic Development. He has a Master of Business Administration from Indiana University and has worked in many cities, including Chicago, IL and Somerville, MA.

His office provides technical assistance and support to the Planning Board, Zoning Board of Appeals, Conservation Commission and Historical Preservation Commission. He sees the role of his office as; to enhance the quality of life, to expand job opportunities, to enrich open and natural spaces, to protect historic resources, to

build a vibrant and diverse economy, and to promote professional, unbiased planning for current and future residents of Brockton.

Spring Networking with Abington Bank, Holbrook Branch

Wednesday, May 24 | 5:00pm - 7:30pm | Abington Bank | 95 N. Franklin Street, Holbrook



Please join the Metro South Chamber of Commerce for a Business After Hours Open House networking event at Abington Bank on Wednesday, May 24, 2023 from 5:00 -7:30PM.

It feels like spring has finally sprung so don't miss this great business-building opportunity.

Enjoy delicious food and beverages while connecting with potential customers, existing chamber members and friends in the Metro South community. Tickets to this event are complimentary, but please RSVP in advance.

Register and learn more online at metrosouthchamber.com/events. Questions? Contact Cathryn Schofield at CSchofield@metrosouthchamber. com or call (508) 586-0500 x 231.

About our host and sponsor:

As a local community bank, we're on a mission to deliver individualized financial support that ensures you can build a successful future. One that harnesses your financial power. Fulfills your hopes, dreams, and aspirations. And lets you live life to its fullest. We're here to help you unlock your potential. That's more than just a tagline. "Unlock Your Potential" is our commitment to making a meaningful difference in your life—to helping you through the most important financial decisions you face with confidence and assurance, and to unlocking the power of your own financial potential for yourself, your family, and your business.

We believe wholeheartedly in the power of potential, and we're excited about the future and how we can partner with you in so many ways:

- · Customized financial solutions that create a successful tomorrow
- Smart banking technology that makes banking convenient and accessible-where you are and how you live
- · A customer-first experience delivered by employees with passion, know-how, and a sincere interest in your financial well-being
- · Deep local roots and a commitment to helping our neighbors and lending a hand in the community

The Brockton Business Improvement District (BID) Plan

In the past decade, Brockton has experienced tremendous growth with over \$178M in new investments from the city, entrepreneurs, and residential developers. The investments in modernizing the city's infrastructure and over 1,000 new residential units have set the stage for a reinvigorated and vibrant downtown. This is an unprecedented opportunity to support the downtown. In forming the BID, it will strengthen downtown Brockton by creating a welcoming, attractive destination offering diverse cultural and entertainment options. A BID is designed to benefit every resident, visitor, business owner and employee who spends time in the district. By supporting the BID, you can help ensure a downtown that is the social and economic heart of the city. The BID helps people appreciate a commitment to working together to make downtown Brockton thrive.

Efforts are expected to focus on district services; beautification, maintenance & safety services, marketing & events, business development, and advocacy. To learn more, contact Mary Waldron (774) 539-8826.

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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

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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

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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 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	ſ
Sponsor:	

Community Navigator

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

HAMBER Calendar

March

07	Executive Board Meeting Zoom Virtual Meeting	3:00 pm
08	Chamber Ambassador Meeting Zoom Virtual Meeting	9:00 am
15	Ribbon Cutting: Porter & Chester Institute 609 Belmont Street, Brockton	4:00 pm
29	Chamber Board Meeting (in-person) <i>Metro South Chamber of Commerce, 60 School Street, Broc</i>	12:00 pm kton
30	Apply for Diversity Certification Online workshop offered by MA Supplier Diversity Office	10:00 am
il		
05	Chamber Ambassador Meeting Zoom Virtual Meeting	9:00 am
10	Multi-Chamber After Hours <i>Plainridge Park Casino, 301 Washington Street, Plainville</i>	5:00 pm
12	Leadership Metro South Thorny Lea Golf Club, 159 Torrey Street, Brockton	3:00 pm
13	Annual Employment Law Update <i>with MHTL, at Quincy Marriot: 1000 Marriot Drive, Qui</i>	8:30 am <i>ncy</i>

May

Apr

03	Chamber Ambassador Meeting Zoom Virtual Meeting	9:00 am
09	Executive Board Meeting Zoom Virtual Meeting	3:00 pm
19	32nd Annual Small Business & Entrepreneur of the Year Awards [tentative date] <i>Thorny Lea Golf Club, 159 Torrey Street, Brockton</i>	12:00 pm
24	Chamber Board Meeting Zoom Virtual Meeting	12:30 pm

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 or call (508) 678-0533 x 1201.

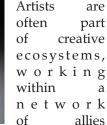
Exclusive Staples Discounts for Chamber Members Members of the Metro South Chamber of Commerce have access to special partner discounts, 10% off in-store regularly priced purchases and 20% off Printing and Marketing Services, every time they shop in store. They can save on an assortment

Members - send Good News to estratton@metrosouthchamber.com Sponsored by: Good Samaritan Medical

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

Fuller Craft Museum presents "Creative Allows: The **Boston Metals Scene**"





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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 to learn more.

MSBDC Calendar - Online Training

Visit msbdc.org/training to register

- 3/6: Basics of Starting Your Business • 3/7: Women's History Month Small **Business Conference**
- 3/8: Starting a Business 101
- 3/8: Accounting 101
- 3/9: Creating a Business Plan for Your Success
- 3/16: Basics of Starting Your Business
- 4/3: Basics of Starting Your Business
- 4/20: Basics of Starting Your Business

Heights Crossing Assisted Living & Memory Care hosts 3-part workshop: "Your Next Steps Simplified: Planning, Moving, and Selling with Ease"

Led by Dovetail Companies on March 7th, March 21st, and April 11th from 11:00 a.m. - 12:30 p.m. at Heights Crossing Assisted Living, located at 25 Christy's Drive in Brockton. Topics covered will include: Planning for Your Future, Downsizing to Rightsize Your Life, Impact of Rising Interest Rates, Real Estate Market Update, and Maximizing the Value of Your Home" All pre-registered attendees will receive a Plan, Move

and Sell with Ease workbook: A Guide to Getting You Started as well as a complimentary lunch. Attend one or all-three workshops. For more information or to register, call (508) 584-4300 or email info@ heightscrossing.com

Brockton Symphony Orchestra Presents: "Nocturnal Landscapes" March 12 @ 3PM in Brockton

Guest Conductor: John Masko. The SymphonyshowcasesRachmaninov's dramatic Piano Concerto No. 2 in this celebration of the mystical and nocturnal in music. The concert features a premiere performance of Robert Ruohola's Orion, paired with Somerville native Alan Hovhaness' Mysterious Mountain symphony a showcase in orchestral color, lush string writing, and heroic brass. Tickets: brocktonsymphony.org



Health Care Matters

Sponsored by: Good Samaritan Medical Center

Good Samaritan Medical Center A STEWARD FAMILY HOSPITAL



Screening and Early Detection are Key to Effective Treatment

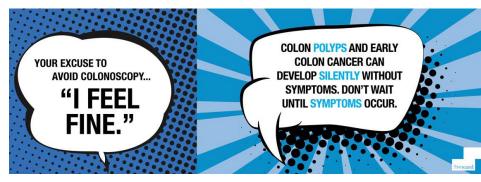
March is Colorectal Cancer Awareness Month, and a good time to learn more about colorectal cancer (cancer of the colon and rectum) and how it can be prevented or best treated. Colorectal cancer is the second leading cause of cancer235 North Pearl Street, Brockton, MA 02301

508-427-3000

www.goodsamaritanmedical.org

when it may be easier to treat. If you have delayed any important health screenings due to the pandemic, talk to your primary care physician about scheduling them.

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 The hospital offers communities. Centers of Excellence care in orthopedics, oncology, and cardiology, specialized care in surgery, familycentered obstetrics with level-two nursery, and advanced diagnostic imaging.



related deaths in the United States for both men and women combined. This year, approximately 140,000 new cases of colorectal cancer will be diagnosed and 56,000 people will die from the disease.

a high-risk group, speak with your doctor about colon cancer screening. Remember that prevention saves lives! Many colorectal cancers can be prevented or caught early. That's why screenings are so important. If you are over age 45, or in Screening tests can find cancer early

Brockton

very

is

Greater

Board

pleased to announce the 26th

Annual Connecting Activities

Partnership (CAP) Career Day

being held on Thursday, April

13th from 8:00 a.m. to 1:00 p.m.

in the Multipurpose Auditorium

South Chamber of Commerce,

this event with MassHire Greater

Brockton Workforce Board's

Connecting Activities Program is

an opportunity to build stronger

connections between schools and

the community. By connecting

schools with area businesses and

organizations, students can see the relevance and authenticity

Co-sponsored by the Metro

at Teen Challenge in Brockton!

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.

-"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



Career and Internship Fair 2023 Wednesday, April 5th | 3:00 pm - 5:00 pm

Curry College Student Center Katz Gymnasium (617) 333-2195 | careerdevelopment@curry.edu tinyurl.com/Curry23CareerFair

The Curry College Career and Internship Fair is a fantastic opportunity to connect with current undergraduates, graduating seniors, and alumni of Curry College about your employment opportunities and internships! If you have open jobs and/ or internship opportunities, then this is the event for you.

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.

ATTN: EMPLOYERS - MassHire Connecting Activities Partnership (CAP) Career Day, April 13 in Brockton

MassHire

Workforce



of what they are learning in school, invigorating the school culture and the classroom, while they begin to consider their potential careers. Currently, we are looking for businesses or organizations to participate in this event by hosting and exposing youth to their particular career path. If your interested in participating please contact David Edwards by email at dedwards@masshiregbwb.org or by phone at (508) 584-3234 Ext14.

ATTN: EMPLOYERS - MassHire 5th Annual Construction Career Day, May 12 in Brockton



Friday, May 12th, 9AM-1PM @ Massasoit Community College in Brockton.METRO
SOUTHBrockton Area Construction Career Day will give area high
school students an exciting, immersive opportunity to learn about
career pathways in many varied construction related industries.Incorporating hands-on activities and live demonstrations,
professionals from a wide variety of these industries are available to

answer questions and give students a taste of what it would be like to work in their respective fields. Students will explore careers in:

 Building/Remodeling 	 Architecture 	 Landscaping
· Engineering	 Welding & Mechanical 	· Utilities
· Paving/Sealcoating	 Land Surveying 	 Management
· Electrical	• Solar & Energy	& MORE
 Plumbing/HVAC 	 Smart Technologies 	

To exhibit and participate, support, or volunteer, call John Nesti at MassHire Greater Brockton Workforce Board: (508) 584-3234 or email jnesti@ masshiregbwb.org

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Brockton Leads in Population Growth, UMD Economist Chamber Holds 8th Annual Multicultural Biz Panel & Mayor at Chamber & Rotary Partner Luncheon



In February, Chamber members and Metro South community leaders gathered to attend a Luncheon collaboration with Rotary Club of Brockton. Hosted at Thorny Lea Golf Club in Brockton, Tina White, Brockton Rotary Club covered the "Service Above Self" aspect of the organization. Event sponsor, Nicole Long, OCES – Old Colony Elder Services was also interviewed by Sue Joss, Brockton Neighborhood Health Center.

The Mayor of Brockton, Bob Sullivan spoke about the new city brand collaboration "Brockton - Where Better Begins" while stating that the city's nickname this summer will be "Crane City", with so many building projects underway. Dr. Melnik talked about the state and regional economy, sighting Brockton's leadership in population growth over the past decade. New housing south of Boston is way up and unemployment has not been lower



in more than 50 years. View the full photo album online at flickr.com/photos/metrosouthchamber/ albums.

Photos courtesy of Rich Morgan Photography.

(Left) Fred Clark, Bridgewater State University President and Immediate Past Chamber Chair emcee'd this event.



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



Margaret Laforest, MOBD; Rob Corley, NeighborWorks Housing Solutions; Dottie Fulginiti, OCPC.



John Nesti, MassHire; Felicita Sepulveda, Cape Verdean Association of Brockton.



Brockton Community Access team. thank you for recording our business & economic development luncheon!



Tina White, Club President, Rotary Club of Brockton.



Barry Crimmins, Platinum Partners; Eric Beckerman, Town of Avon Selectman.



Mayor of Brockton, Bob Sullivan.



Deanna Andrade and Nicole Lona. OCES (event sponsor); Sue Joss, Brockton Neighborhood Health Ctr.



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







Early this month, the Metro South Chamber of Commerce, in partnership with North Easton Savings Bank held the 8th Annual Multicultural Business Forum & Business After Hours in Brockton.

Guest speaker, Bob Nelson, Small Business Administration MA District Director provided welcoming remarks. The event was emceed by Mahsa Khanbabai, Khanbabai Immigration Law.

The panel of women and minority owned small business owners featured Joe Gonçalves, New Vision Enterprises [188 Court Street, Brockton (774) 539-7395 www.nveconstruction.com]; Lei Nichols, Wise Mouth Inc. Tea [(508) 345-2559 facebook.com/wisemouthinc]; Carla Smith, Reesie's Marvelous Hats [743 Washington Street, Stoughton (857) 540-6702 www.bethatinahat.









com]; and Tomé Andrade, Cabo Vegan [20 Main Street, Brockton (508) 638-8333 www.thecabovegan.com].

The business expo included Bridgewater State University, Brockton Redevelopment Authority, BAT, Cape Verdean Association of Brockton, South Shore Women's Business Network, Greater Brockton Young Professionals, SCORE/SBA, Masshire, NeighborWorks, and more. Photos courtesy of Rich Morgan Photography. Visit flickr.com/metrosouthchamber to view more.



Bank; John Santos, MA Growth

Captial Corp., Chris Cooney, MSCC.



Aida Monteiro, Teresa Pina, Dalia Cardoso, and Thomas Samaras, North Easton Savings Bank.



Chris Cooney, MSCC; State Rep. Rita Mendes; Joe Gonçalves, New Vision Enterprises; Margaret Laforest, MOBD.



Bob Nelson, SBA MA District Director; Joe Goncalves, New Vision Enterprises; Mahsa Khanbabai, Khanbabai Immigration Law; Lei Nichols, Wise Mouth Inc.; Carla Smith, Reesie's Marvelous Hats; Tomé Andrade, Cabo Vegan, Jeff Charnel, North Easton Savings Bank; Carol Chin, Chin Management/McDonald's; Moises Rodrigues, Cape Verdean Association of Brockton; and Chris Cooney, Metro South Chamber of Commerce.



Celebrate Women's History Month with SBA



Women-owned businesses propel our economy forward.

In the past five years, total employment by women-owned businesses rose 8%, 1.8% for all other businesses (NAWBO)

• 5.4 million firms are majority-owned by women of color in the U.S. (NAWBO)

· In 2020, women-owned businesses executed 344,000 contracts across the U.S., with 4,591 contracts specifically providing critical COVID-19 support (PERFORMANCE.GOV)

· In 2021, 1.1 million of all businesses were owned by women (CESBANSUS) www.sba.gov/blog/get-help-sba-resource-partner-national-Please visit mentoring-month to learn more.

WOMEN'S HISTORY MONTH CONFERENCE: March 7th 10AM-12PM

Join us for a special event in commemoration of Women's History Month! The program includes speaker panels with resource providers, small business owners and SBA representatives including:

- · Racquel Knight, Director CWE Central Massachusetts
- · Jessika Rozki, CEO of Rozki's Rides
- · Lisa Gonzalez Welch, SBA Economic Development Specialist
- · Sandra Ledbetter, APEX Government Sales
- · Kirby Williams, Advantage Publications
- · Crystal Pierce, APEX Procurement Specialist
- · Stephanie Hutch, Makai LLC
- · Susan Lourie, SBA Business Opportunity Specialist
- · Jill Beresford, MSBDC Senior Business Adviser
- · Jessica Mello, SEED Corp. Business Assistance & Marketing Officer
- · Bob Nelson, SBA MA District Director
- · Carlos Hernandez, SBA MA Lender Relations Specialist

Register and learn more online: www.eventbrite.com/e/womens-historymonth-small-business-conference-tickets-513932183997

Rockland Trust "Small Business, Big Dreams" Contest



Are you looking to take your business to the next level? Rockland Trust is seeking passionate business owners to compete for a \$20,000 grand prize! For more information about Rockland Trust's 6th annual Small Business, Big Dreams contest and how you can enter, please visit www.RocklandTrust.com/ SmallBusiness.

Entry period 3/1/2023 - 3/31/2023. Open to eligible MA and RI businesses with annual revenues less than \$3,000,000. Additional eligibility criteria and restrictions apply. See Official Rules. Visit www.rocklandtrust.com/smallbusiness--big-dreams to learn more.





Reesie's Marvelous Hats' brick and mortar shop is now OPEN FOR BUSINESS for all your fashion hat needs at 743 Washington Street in Stoughton. (857) 540-6702 www.bethatinahat.com



She was also presented an official citation from State Representative William Galvin. Carla, thank you for choosing Massachusetts as the home of your business.



Carla Smith, owner of Reesie's Marvelous Hats was presented an official congratulatory citation from Massachusetts Senator Walter Timilty.

Metro South Chamber members and members of the business community gathered in Stoughton last month to welcome and celebrate the newest addition to Stoughton Center, fashion retail store

Reesie's Marvelous Hats! Carla Smith, a certified life coach, combines her passion for fashion with her love of uplifting others and creating a positive vibe with her hats, featuring names like "amazing", "radiant", and "resilience". She has opened the first minority woman owned hat store in the state.

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

bethatinahat.con

The power of knowing you are doing things right.

OCALiQ

"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 metrosouth chamber. 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

SEED Corp. Small Business Education Calendar



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. To learn more and register, visit seedcorp.org/events.

3/7: Basic Entrepreneurial Workshop - Business Fundamentals 3/9: Basic Entrepreneurial Workshop - Understanding Business Financials 5/9: Basic Entrepreneurial Workshop - Business Fundamentals 5/11: Basic Entrepreneurial Workshop - Understanding Business Financials

Annual Employment Law Update with MHTL

Thursday, April 13 | 8:30am | Marriott Hotel | 1000 Marriott Drive, Quincy



MH MURPHY HESSE TL TOOMEY & LEHANE LLP Attorneys at Law

Murphy, Hesse, Toomey, & Lehane, LLP in collaboration with the Metro South Chamber of Commerce, Neponset River Chamber of Commerce, South Shore Chamber of Commerce, and Quincy Chamber of Commerce is proud to announce that we will be hosting our annual Labor & Employment Law Update on Thursday, April 13th at 8:30 a.m at the Marriott Hotel at 1000 Marriott Drive in Quincy. Please save the date, more information to be announced.

Call for Small Biz & Entrepreneur Award Nominations



The Metro South Chamber and Bank of America recognize 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.

You may nominate your own business or any other business you deem worthy. For

nomination forms, call Cathryn at (508) 586-0500 x 231. You may include any additional documentation that will help illustrate why the business is deserving of the award. Nominees do not need to be members of the Chamber.

Small Business of the Year Criteria:

50 or less full-time employees (or equivalent); in business more than 3 consecutive years under the current ownership; for-profit business.

Entrepreneur of the Year Criteria:

10 or less full-time employees (or equivalent); in business less than 3 years; a for-profit business.

Companies will be rated on their creativity and imagination in the development of their business, demonstration of growth, and a reflection on internal and external social responsibility.

Nominations are due to the Chamber by April 14, 2023. Recipients will be announced at the Small Business and Entrepreneur Lunch in May of 2023.

Sponsored by:





8

RENEWING Members

Thank you!

Associação Caboverdiana De Brockton, Inc. Brockton Plumbing & Heating Supply Business Development Strategies, Inc. Chapel of New Hope, Inc. Chin Management/McDonald's DaRosa Tax & Business Service Holiday Inn Express John E. McCluskey, Esq. PC Law Office of Mark D. Petti Mayflower Council Boy Scouts of America Minuteman Press of Canton National Grid Old Colony YMCA Parker Property Management Inc. Rexa, Inc. Rich Morgan Photography Rose Therese Cap & Gown Company South Shore SoftWash, LLC TRACEY Environmental

WELCOME NEW MEMBERS!

Reinvesting in Our Community

Canton Modern Dentistry Dr. Kevin Kim 95 Washington Street, Suite 222 Canton, MA 02021 (781) 451-3150 cantonmoderndentistry.com *Dental*

Concordia Home Care and Nursing Services, LLC Daphney Simon-Pascal 20 Hampden Drive, Suite 2 Easton, MA 02375 (774) 296-8072 concordiahomecare.com *Home Health Care*

JB Gutters, LLC

James Burke 40 Pinehills Drive, Unit 1104 Plymouth, MA 02360 (508) 737-8516 jbguttersma.com *Gutter Cleaning & Installation*

Porter & Chester Institute

Henry Przybylowicz 609 Belmont Street Brockton, MA 02301 (774) 360-8300 porterchester.edu/campuslocations/brockton-ma *Schools/Colleges* Healthier You Wellness Partners Viergeta Tunis Belizaire 340 Pleasant Street Brockton, MA 02301 (508) 583-1157 healthieryouwellnesspartners.com Adult Day Health

PhysicianOne Urgent Care Lindsey Holland 1340 Belmont Street Brockton, MA 02301 (860) 650-3848 p1uc.com

Health Care

Justice Investigative Services, Inc Mark Reilly P.O. Box 850 Raynham Center, MA 02768 (774) 501-1934 www.jisinvestigations.com Investigative Services/Security

For membership, contact:

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

Own A Small Biz? Thinking of Starting One? Call SCORE!



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... **March 7:** *How to Choose The Right Business Structure For Your Business* **March 15:** *Women in Leadership 2023 - Journey to The Top* **March 16:** *How to Improve Your Business Website to Turn Visitors Into Sales* **March 17:** *Simplifying Social Media Marketing for Small Business* **March 21:** *Bookkeeping Basics for Small Business Owners* **March 23:** *From Recipe to Revenue - How to Start a Successful Food Business* **April 4:** *How Google Workspace Can Boost Your Small Business Efficiency*

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.

DR. SADLER

Member Profile - Medella Dental

Medella Dental 1034 N Main Street Brockton, MA 02301 (508) 588-6964 www.medelladental.com



Products or Services: Dental cleanings, restorations, implants, clear aligners, tooth extractions, emergency & pediatric dentistry.

MEDELLA DENTAL

СООМВЅ

Number of Employees: 5

What is unique or special about your firm and the products and services you offer? We are a private dental practice. Black-owned. Woman-owned. LGBTQIA+ friendly/inclusive. We are a digital office & use a scanner for patient comfort.

What is your market area? South Shore and beyond. Some patients travel from the Cape and oversees to see our doctors.

What markets do you serve? We treat patients from the young, to the youngat-heart.

Please list awards, honors or special recognition your firm has received: Rated a Top Doctor office on findatopdoc.com in 2022

What is your main business objective concerning your customers and the business community? We would like to increase the visibility of our practice to potential new patients & continue providing quality dental care. We also strive to establish relationships with other businesses in the community.

Anything additional we should know about your company? Our CORE VALUES 1) Make every patient feel like family. 2) Strive for efficiency and quality care. 3) Prioritize learning and growing. 4) Build up and support our community. 5) Embrace diversity and inclusion. 6) Build a positive team and family spirit.

Member *Profile* - Dedham Savings

Dedham Savings

Dedham Savings 55 Elm Street, Dedham, MA 02026 (781) 355-7429 | www.dedhamsavings.com

Year Established: 1831

Products or Services: The Bank delivers technology-driven financial solutions in a client-centric way to promote the financial success of the individuals, families, businesses, and non-profit organizations in the communities it serves.

Number of Employees: 230

What is unique or special about your firm and the products and services you offer? Incorporated in 1831, Dedham Savings is one of the oldest banks in Massachusetts still doing business under its original charter. Here at Dedham Savings, we believe in every single one of our customers — whatever their dreams, goals, and plans. That belief is what gives our work meaning and purpose, beyond just delivering products and services. It's also why we've spent over 190 years looking forward to every single day. Being here for the journey means being here for you, every step of the way.

What is your market area? Greater Boston, and Metro South.

What markets do you serve? Dedham Savings manages through full-service locations in Dedham, East Dedham, Needham, Norwood, Sharon, South Boston, Walpole, and Westwood, Massachusetts.

What is your main business objective concerning your customers and the business community? Our main business objective is to help our customers, neighbors and organization reach their dreams, goals, and plans by being a trusted financial resource, and supporter to help build a community we can be proud of.



Federal, State, and Regional Resources for Businesses Seeking Assistance

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 (BRA) 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

Massachusetts 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 Contact: Sheila Sullivan-Jardim (508) 584-3234

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

Old Colony Planning Council (OCPC) 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

SEED Corp. Offers Micro and Small Loan Programs

South Eastern Economic Development (SEED) Corporation focuses on job creation by financing small business in Massachusetts and Rhode Island. Contact: call (508) 822-1020 x 312 or visit www.seedcorp.com



• Micro & Small Loans up to \$350,000

• Use of funds: Working capital; leasehold improvements/builtouts; inventory/supplies; real estate acquisitions (owned-occupied); furniture, fixtures, and equipment; refinancing business credit card debt

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

<;>>AV UN Industrial Park Association

• Interest rates: 6-7%

· Loan Term: up to 10 years

No prepayment penalty

the advocacy and business of its members in public and private affairs. Membership is open to all companies who operate within the confines of Avon Industrial Park in Avon, Massachusetts. For more information please visit avonindustrialpark.org.



The Bridgewater Business Association (BBA) promotes unity local government and the business community between and is committed to promoting goodwill among business owners, operating in an ethical manner, and supporting the community they serve. Visit bridgewaterbiz.biz for more information.



The Connect **Business** Alliance 24 (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 to thrive. Visit connect24ba.com community to learn more.



business

The East Bridgewater Business Association (EBBA) was founded 1993 "to promote a healthy business environment in in East Bridgewater and to provide services to assist its members including education, networking and fellowship." visit www.eastbridgewaterbiz.com for more information.



healthy

Please

The Easton Chamber of Commerce is a non-profit 501(c) membership organization representing business and (6) professional people. The Easton Chamber of Commerce mission is to unite, guide and support Easton businesses goal of increasing economic opportunities and fostering a business climate. Visit easton-chamber.com to learn more.



The Norwell Chamber of Commerce's mission is to promote the civic, economic and social welfare of its members and the Town of Norwell. They actively assist the Chamber members with the challenges of business growth, management and entrepreneurship. Visit norwellchamberofcommerce.com for more information.



The South Shore Women's Business Network (SSWBN), established in 1991, was the inspiration of six women who felt that the needs of women in business were not being met by traditional organizations. They further believed there was a need for an organization that would provide networking opportunities to women and

business owners on the South Shore. Visit sswbn.org for more information.

Support Brockton Hospital Fire Recovery Fund

The fire emergency at Brockton Hospital has dramatically impacted our staff and the community over the past nine days. Signature Healthcare's mission remains



unchanged, to support our community and deliver medically necessary services to all in need regardless of status or ability to pay. Brockton Hospital has been a long-standing institution in the City of Champions for over 125 years. We plan to be here for the next 125 years, fulfilling the same mission to care for our community.

Our incredible staff continues to rise to the occasion. Since immediate efforts to safely evacuate and transport patients without incident subsided, our teams have been working day and night to provide solutions for our community's healthcare needs and to provide much-needed access.

We have a three-phased approach and tentative timeline to safely bring back and expand medical services:

Phase 1: Expanded access and hours at our Signature Medical Group ambulatory locations include Cardiac Testing, MRI, CT, Ultrasound, Diagnostic Radiology, Mammography, PET/CT and Bone Density. All are fully staffed and are accepting patients.

We will open two new urgent care centers over the next two weeks to care for our community. The first urgent care center will be located at our 110 Liberty Street location in Brockton, seven (7) days a week from 8:00am - 8:00pm. The second urgent care center will be located at 650 Centre Street, Brockton.

Phase 2: While the assessments and evaluations of the damage of Brockton Hospital continue by our experts in their fields, our goal is to re-open the Hospital with limited inpatient services in approximately three (3) months. This timeline is contingent on supply chain and access to necessary materials.

Phase 3: Additional hospital services will be phased-in after that. The services will be identified once assessments, evaluations and supply chains have been thoroughly reviewed.

Signature Healthcare owes tremendous gratitude to our state and local officials, government agencies, regional healthcare organizations and affiliates for their unwavering support of these goals. We are immensely appreciative of our staff and the help of our community partners in our shared goal of safely re-opening Brockton Hospital services.

Help us, help you! Donate now to our fire recovery efforts: www.bh-fire.org.

Member News: GROW Associates in Randolph Invests in Sensory Room for Adults w/Developmental Disabilities



Sensory rooms provide a soothing space that helps individuals calm down by stimulating their senses in various ways. Sensory rooms started in the 1970's in the Netherlands, and were originally called "Snoezelen rooms." These rooms were designed for people with learning disabilities. As time went on, they decided to make these rooms available to

people with all different disabilities. Sensory rooms did not start appearing in the United States until the early 2000's. More recently they have become quite popular, people are adding them to their homes, schools, and community centers. Sensory rooms can be beneficial for all but are designed for those who are hypersensitive. There are countless benefits that Sensory rooms provide. It can help to enhance motor skills, improve social skills, and help people express their emotions and feelings. Visit grow-associates.org to learn more.

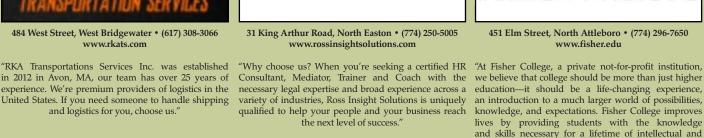
www.metrosouthchamber.com



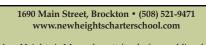
"RKA Transportations Services Inc. was established in 2012 in Avon, MA, our team has over 25 years of experience. We're premium providers of logistics in the and logistics for you, choose us."

www.rossinsightsolutions.com Consultant, Mediator, Trainer and Coach with the necessary legal expertise and broad experience across a qualified to help your people and your business reach





professional pursuits."



"New Heights is Massachusetts' only free public school that prepares all its students to earn free, transferable college credits while in high school. Many of our scholars begin taking college courses in 10th grade. All will have the opportunity to graduate from high school with at least 12 college credits."



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



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Ambas	sador	Meeting
9:00AM		Ŭ

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.

March 15

Ribbon Cutting Ceremony - Porter & Chester Institute 4:00PM

609 Belmont Street, Brockton

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

Register: metrosouthchamber.com/events

March 29 **Chamber Board Meeting** 12:00PM 60 School Street, Metro South Chamber of Commerce

METRO

SOUTH

Questions? Contact Cathryn Schofield at (508) 586-0500 x231 or email CSchofield@metrosouthchamber.com.

March 30

"Apply for Diversity Certification as a MA-based Business 10:00AM

Virtual webinar offered by SDO.

The Supplier Diversity Office certifies companies as Massachusetts Minority Business Enterprises (MBE), Women Business Enterprises (WBE), Veteran Business Enterprises (VBE), and Portuguese Business Enterprises (PBE).

Register: metrosouthchamber.com/events