



November
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.



Jeff Charnel, Rotary Club of Brockton & North Easton Savings Bank • Page 6



Women in Leadership featured on MSCC & NEREJ Economic Dev. Panel • Page 7

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SOLD OUT! Metro South 110th Annual Meeting & Business Expo

Wednesday, November 15 | 10:30 am - 3:00 pm | Adult & Teen Challenge Center | 1315 Main Street, Brockton

110th ANNUAL meeting

November 15, 2023



Anthony Everett
Anchor, "Chronicle"



110th Annual Meeting Luncheon 12:00 pm - 1:30 pm

Premier Sponsors:



UMassAmherst
Donahue Institute

We invite you to join over 400 business people and community leaders to celebrate businesses working together for the future of the Metro South Region at our 110th Annual Meeting!

This special event will feature keynote speaker Anthony Everett from "Chronicle". There will be award presentations, valuable networking opportunities, and extraordinary giveaways for each attendee.

Tickets are \$125 for members and \$159 for future-members. This event is sold out! Contact Naldo to be added to the waitlist. *Continued on page 2.*



BUSINESS-2-BUSINESS EXPO

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

Explore products and services of value to your business and make profitable contacts. Over 35 exhibitors are expected. Be sure to make time before or after the Annual Meeting to visit the Expo. It is free to walk the floor, but please register in advance.

Expand your business and reach over 400 people at the Business-2-Business Connection Expo. The Expo was designed as a personal table top expo for local businesses to share their products and services.

Tables are \$499 for members and \$599 for future-members. Luncheon tickets must be purchased separately. Contact Naldo to be added to the waitlist, this event is sold out.

Expo and Luncheon SOLD OUT!

Free to walk the expo floor.

Expo Sponsors:



Holiday Networking with Rotary Club & UMass Boston Chancellor

Premier Sponsor:



Thursday, December 14 | 11:45 am - 1:35 pm | Thorny Lea Golf Club, Brockton

Please join us **Thursday, December 14th at 11:45AM for a Good Day Metro South luncheon** featuring guest speaker Marcelo Suárez-Orozco, Chancellor of University of Massachusetts, Boston. This event will be held at Thorny Lea Golf Club, 159 Torrey Street in Brockton, and is sponsored by Cambridge Savings Bank and Rotary Club of Brockton. *Continued on page 6.*

Brockton Called Boston's Best Suburb



Brockton named best suburb of Boston for many reasons drawing those seeking great location, vibrant community and real estate value; so close to Boston, beaches and best quality of life.

The City of Champions is the champion of Boston's suburbs, according to a new study.

Driving the news: Today's Homeowner analyzed nearly 600 suburbs around the 78 largest American cities to determine which have the best balance of affordability and quality of life.

Brockton ranked highest among Boston suburbs, with Framingham...*Cont. on page 5*

Election Day is November 7

Local elections will take place on Tuesday, November 7. Show your support for your local community and candidates by performing this important civic duty. To learn about your polling locations, visit www.sec.state.ma.us/WhereDoIVoteMA/WhereDoIVote



Bring Your Team - Be Inspired!



UMassAmherst
Donahue Institute

110th ANNUAL meeting

November 15, 2023



SOLD OUT!

Wednesday, November 15 | 10:30 am - 3:00 pm | Adult & Teen Challenge Center | 1315 Main Street, Brockton

Join us on **Wednesday, November 15th at the Adult & Teen Challenge Center, located at 1315 Main Street in Brockton**, for the 110th Annual Meeting and B2B Expo. Meet other business people & community leaders by attending the Annual Meeting to celebrate businesses working together for the future of the Metro South Region. The Annual Meeting will feature Anthony Everett, Emmy Award-winning anchor of WCVB Channel 5's nightly newsletter, "Chronicle", as well as networking, awards, and giveaways.



Anthony Everett, Emmy Award-winning anchor for WCVB Channel 5's nightly newsletter, "Chronicle"



"Everett has been honored with multiple Emmy Awards, including Emmys in 2016 for his reporting on Education, and for his reporting on the high incidence of cancer among Boston Firefighters. In 2019 and 2015, he received Emmy Awards for his reporting on Alzheimer's as a societal concern. In 2015, Everett received a first place National Headliner award for Health and Science reporting.

Everett has served as WCVB's senior correspondent for major national events and breaking news and has regularly contributed to special reports for all WCVB newscasts. His strong reporting skills have helped WCVB garner multiple prestigious awards, including the Edward R. Murrow Awards for New Series and News Documentary in 2013, the Associated Press Awards for Investigative Reporting and Documentary Reporting in 2023, and the National Headliner Award for Breaking News in 2003."

Economic Impact Awards: Eleven outstanding businesses will be recognized for their economic contributions that have significantly benefited the region. These eleven businesses have impacted Metro South by creating jobs and adding to the rich culture by providing valuable products, resources, and services to help our region thrive.

1. Cabo Vegan
20 Main Street, Brockton

2. Brockton Housing Authority
45 Goddard Road, Brockton

3. Ann's Palace
277 Main Street, Brockton

4. Bridgewater Credit Union / Merrimack Valley Credit Union
1095 Washington Street, Hanover

5. Healthier You Wellness Partners
340 Pleasant Street, Brockton

6. Capstone Communities / MPZ Development

"McElwain School"
242-250 Main Street, Bridgewater

7. BinStar
20 Stockwell Drive, Avon

8. Holiday Inn Express & Suites
60 Mazzeo Drive, Randolph

9. Rockland Recovery Behavioral Health
374 Old Post Road, Sharon

10. Porter & Chester Institute
609 Belmont Street, Brockton

11. South Shore Bank
1280 Belmont Street, Brockton

Contributing Sponsors & Partners:



Business-2-Business Expo Participants:

Expo Tables SOLD OUT!

Email Naldo to be added to the waitlist NCardoso@metrosouthchamber.com

Arc of Greater Brockton
Better Business Bureau
Bridgewater State University
Brockton Area Transit Authority
Brockton Redevelopment Authority
Brockton Visiting Nurse Association
Burgess Pest Management
Cape Verdean Association of Brockton
Combined Insurance of America
Curry College
Eastern Bank
Family & Community Resources
Father Bill's and Mainspring
HarborOne Bank
House of Possibilities
Hub Technical Services
Hutcheon's Flowers &
Holmes-McDuffy Florist

Luke Jackson Benefit & HR Solutions
Massasoit Community College
MassHire Greater Brockton
Workforce Board
Murphy Hesse Toomey & Lehan LLP
North Easton Savings Bank
OCES - Old Colony Elder Services
Old Colony YMCA
OpenCape Corporation
Red Ball Promotions
Rockland Trust
SCORE
SCU Credit Union
Sign Design
South Shore Bank
Stephco Cleaning and Restoration
UMass Donahue Institute
U.S. Small Business Administration

Corporate Table Sponsors:

Abington Bank
Bank of America
Barbour Corporation
Bluestone Bank
Bridgewater State University
Brockton Area NAACP
Brockton Area Transit Authority
Brockton Housing Authority
Brockton Redevelopment Authority
Cape Verdean Association of Brockton
Capstone Communities
Copeland Toyota
Crown Uniform and Linen Service
Dedham Savings
Eastern Bank
The Enterprise

Father Bill's and Mainspring
Good Samaritan Medical Center
HarborOne Bank
Healthier You Wellness Partners
Hub Technical Services
JM Pet Resort
Massasoit Community College
MassHire Greater Brockton
Workforce Board
National Grid
North Easton Savings Bank
OCES - Old Colony Elder Services
Old Colony YMCA
Rockland Trust
SCU Credit Union
Signature Healthcare

BOARD OF DIRECTORS, OFFICERS

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BOARD OF DIRECTORS, DIRECTORS

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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

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



ACCREDITED
CHAMBER OF COMMERCE

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

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ACTION Report Volume 23 - Issue 10
(USPS-410630) is published monthly except for combined July/August for \$5.00 per year by the Metro South Chamber of Commerce, Sixty School Street, Brockton, MA 02301-4087. Periodical Postage Paid at Brockton, MA.

POSTMASTER: Send address changes to Action Report, Sixty School Street, Brockton, MA 02301-4087

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

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

Calendar Sponsor:



CHAMBER Calendar

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

November

07	Election Day	
08	Chamber Ambassador Meeting	9:00 am
	Zoom Virtual Meeting	
14	Workshop: “Persuasive Writing - When Nobody Reads Anymore	1:00 pm
	Live Online Event, South Eastern MA SCORE Mentors	
15	110th Annual Meeting	12:00 pm
	B2B Expo 10:30am - 12:00pm & 1:45pm - 3:00pm	
	Adult & Teen Challenge Multipurpose Auditorium	
	1315 Main Street, Brockton	
27	Workshop: “Branding Essentials”	6:00 pm
	Live Online Event, South Eastern MA SCORE Mentors	
28	Workshop: “Price it Right!”	1:00 pm
	Live Online Event, South Eastern MA SCORE Mentors	

December

06	Chamber Ambassador Meeting	9:00 am
	Zoom Virtual Meeting	
14	Good Day Metro South with Rotary	11:45 am
	Thorny Lea Golf Club, 159 Torrey Street, Brockton	




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



Leading Businesses.
Leading Communities.

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

UP-TO-DATE News

Members - send Good News to
estratton@metrosouthchamber.com

Sponsored by: Good Samaritan Medical Center

Fuller Craft Museum HolidayHandmade Market Open November 18 - January 7



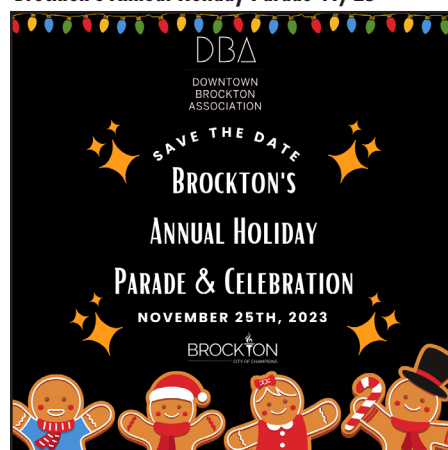
Join The Shop at Fuller Craft Museum or a festive event to kick-off the Holiday Shop opening! We will have music, surprises, and more. HolidayHandmade offers an expansive variety of handmade and unique items, truly something for everyone on your shopping list. It opens November 18th and runs through January 7th. Member's receive 10% off all items in The Shop. 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 Online Training Calendar - visit msbdc.org/training to register

- 11/8: Data Privacy and Cybersecurity in Global Trade: A Look at Cross-

- Border Privacy Rules and Initiatives
- 11/15: Financials 101
- 11/16: Generating Internal Support for Export Operations and Compliance
- 11/16: Women-Owned Small Business Federal Contracting Program
- 11/29: Social Media Marketing for Beginners: Reels, Tweets, Posts and More
- 12/7: Classifying Your Products for Exporting and Importing
- 1/25-26: Export Expo

Brockton's Annual Holiday Parade 11/25

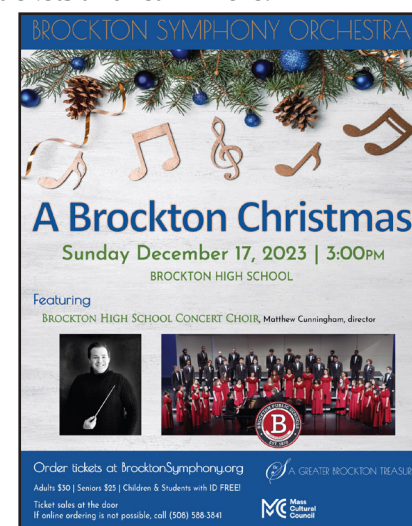


The DBA is hosting the 37th Annual Brockton Holiday Parade & Celebration. Join us November 25th, 2023 from 10:00 AM - 3:00 PM in Downtown Brockton & City Hall Plaza. Invite your family & friends to join us at this festive day of

family, community & holiday spirit. With so many parade participants, performers, vendors, food choices & activities - there will be something for everyone! Visit dbabrockton.org/event/2023-holiday-parade to learn more.

Brockton Symphony Orchestra presents "A Brockton Christmas" Holiday Pops Concert 12/17

Celebrate the holidays together with your family and friends. John Masko has chosen your festive seasonal favorites, and much more, with our special guest, the Brockton High School Concert Choir, with director Matthew Cunningham. Sunday December 17th at 3pm @ Brockton High School, 470 Forest Ave. Visit brocktonsymphony.org to get your tickets and learn more.



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

Health Care Matters

Sponsored by: Good Samaritan Medical Center

235 North Pearl Street, Brockton, MA 02301

508-427-3000

www.goodsamaritanmedical.org

Welcome Penelope Kagan, DO, Internal Medicine

Good Samaritan Medical Center and Steward Medical Group are pleased to welcome Penelope Kagan, DO, Internal Medicine to the medical staff. Dr. Kagan received her medical degree from Marian University College of Osteopathic Medicine, Indianapolis, IN, and then completed her residency in Internal Medicine through Jefferson Health Northeast, Philadelphia, PA. Dr. Kagan is accepting new patients at SMG Internal Medicine, 1 Pearl Street, Suite 2100, Brockton, MA. To make an appointment call 508-897-6040.

About Good Samaritan Medical Center: Good Samaritan Medical Center is an acute-care, 267-bed hospital providing comprehensive inpatient, outpatient, and Level III Trauma emergency services to Brockton and 22 neighboring communities. The hospital offers Centers of Excellence care in orthopedics, oncology, and cardiology, specialized care in surgery, family-centered obstetrics with Level II nursery, and advanced diagnostic imaging. Good Samaritan Medical Center has the Gold Seal of Approval from the Joint Commission on Accreditation of Health Care Organizations. Good Samaritan Medical Center is part of Steward Health Care System. To learn more visit www.goodsamaritanmedical.org.

Good Samaritan Medical Center
 A STEWARD FAMILY HOSPITAL

Penelope Kagan, DO
 Internal Medicine

Steward
 MEDICAL GROUP



Brockton Called Boston's Best Suburb



Brockton named best suburb of Boston for many reasons drawing those seeking great location, vibrant community and real estate value; so close to Boston, beaches and best quality of life.

The City of Champions is the champion of Boston's suburbs, according to a new study.¹

Driving the news: Today's Homeowner analyzed nearly 600 suburbs around the 78 largest American cities to determine which have the best balance of affordability and quality of life.

Brockton ranked highest among Boston suburbs, with Framingham, Quincy, Lowell and Newton following behind, according to the study.

What they're saying: "Brockton offers a vibrant community with a rich cultural heritage, providing residents with a diverse and welcoming environment," the study's authors wrote.

- The study calls out Brockton's proximity to both Boston and the beautiful natural landscapes of the South Shore and Cape Cod as an ideal location.

By the numbers: Brockton homeowners save an average of \$344 per month in housing costs compared to Boston proper, per the study.

- Perhaps as a result, Brockton was one of the area's top-destinations for first-time homebuyers. 47% of its homeowners are under the age of 45.

Deehan, Mike. "Boston's Best Suburb: It's Brockton, Study Says – Axios Boston." AXIOS Boston, 24 Oct. 2023, www.axios.com/local/boston/2023/10/24/best-boston-suburb-brockton-rank.



Signature Healthcare Opens New Multi-Specialty Medical Facility in East Bridgewater



Signature Healthcare, Signature Medical Group has opened a new multi-specialty medical facility in East Bridgewater. This new location will provide a more convenient and comprehensive healthcare experience for patients in East Bridgewater and the surrounding communities. Signature Healthcare is committed to providing patients with the highest quality care and believe this centrally located facility will offer patients the much needed primary care services along with additional access to medical specialties in the same building, right in their community.

This new building represents a significant investment in the East Bridgewater community and Signature Healthcare's commitment to providing the best possible services for its patients. The state-of-the-art facility will house a variety of new and expanded programs, including Cardiology, Dermatology, Obstetrics and Gynecology, Primary Care, Urgent Care, as well as Lab and Radiology services. Patient services will include financial counseling and a patient ambassador.

Their recent grand opening included: building tours, career recruitment opportunities, free on-site flu clinic and blood pressure checks, engaging children's activities, delicious food and refreshments. Attendees had the opportunity to meet with Signature Medical Group medical specialists, schedule appointments, and explore their expanded services.

This state-of-the-art medical facility is equipped with the latest technology and a team of experienced and dedicated professionals committed to quality patient care. The medical building is handicap accessible and offers plenty of free parking. Signature Healthcare welcomes back former Compass patients and would be honored to provide them and their families with safe, compassionate care in a familiar environment.

"Since our founding as Brockton Hospital in 1896, Signature Healthcare has been servicing the Greater Brockton community for over 125 years. We continue to operate under the principle of delivering medically necessary services to all in need regardless of their status or ability to pay. We look forward to offering expanded services in the community!" Patients can request a primary care appointment at MySignatureCare.org/EastBridgewater.

About Signature Healthcare: As Southeastern Massachusetts' premier local provider of safe, quality care, Signature Healthcare offers personalized medical services in a welcoming and medically advanced environment. We are one of the only not-for-profit community-based healthcare delivery systems in the region. Signature Healthcare is comprised of the quality, safe, award-winning Signature Healthcare Brockton Hospital; Signature Medical Group (SMG), a multi-specialty physician group of more than 150 physicians practicing in 16 ambulatory locations representing over 17 different medical specialties; and the Brockton Hospital School of Nursing, the only hospital-based nursing school in Massachusetts. The full range of high-quality primary care, specialty care, hospital care and related ancillary services are provided close to home, at lower costs. Our focus on patient safety is recognized nationally, a testament to the quality care patients experience when visiting our providers. Signature Healthcare is proud to be clinically affiliated with Beth Israel Deaconess Medical Center and Tufts Children's Hospital, bringing Boston-level, academic medical center care and research to our community.

33rd Annual Legislative Reception at Stonehill



Sponsors & Partners:



Stonehill College hosted the Metro South Chamber's 33rd Annual Legislative Reception in October. Photos courtesy of Rich Morgan Photography, visit [flickr.com/metrosouthchamber](https://www.flickr.com/photos/metrosouthchamber/) to view more.



Richard Hooke, Amy Korim, Jeff Charnel, and Rich Hynes, Rotary Club of Brockton



Shana Faro, Eric Beckerman, Johnathan Beder, Town of Avon; and Stephen Cavey, Town of Stoughton



Rep. Gerry Cassidy; John Buckley Jr., Plymouth County Register of Deeds; Sue Joss, BNHC; Jeffrey Thompson, City of Brockton



Rep. Rita Mendes; Sandra Wright, Plymouth County Commissioner; Jacquelyn Rose, Buzzaround; Mark Reilly, Justice Investigative



Rich Hynes, Barbour Corp.; Rev. Denning and Doug Smith, Stonehill College; Chris Cooney, Metro South Chamber



Mayor of Brockton, Bob Sullivan



Mike Simmons, Brockton Community Access; and Jean Bradley Derencourt, Candidate for Brockton City Councilor-at-Large



Connor Read, Town of Easton; Rep. Rita Mendes; Timothy Cruise, Brockton City Clerk; Chris Cooney, MSCC



Naldo Cardoso, events & programs and Emma Stratton, communications, Metro South Chamber staff



Patrick Quinn, Candidate for Brockton City Council; Jamal Brathwaite, Candidate for Brockton City Councilor-at-Large; Tony Rodrigues, Brockton School Committee



Hanna Switekowski, Town of Sharon; Dottie Fulginiti, Town of Easton; Stonehill College President, Rev. John Denning, C.S.C.



Senator Mike Brady; Cynthia Rivas Mendes, Brockton School Committee; and Carl Kowalski, Town of Whitman

Chamber Luncheon w/UMass Boston Chancellor, 12/14

Thursday, December 14 | 11:45 am - 1:30 pm | Thorny Lea Golf Club | 159 Torrey St., Brockton

Premier Sponsor



Cambridge
SAVINGS BANK



Please join us Thursday, December 14th at 11:45AM for a Good Day Metro South luncheon featuring guest speaker Marcelo Suárez-Orozco, Chancellor of University of Massachusetts, Boston. This event will be held at Thorny Lea Golf Club, 159 Torrey Street in Brockton, and is sponsored by Cambridge Savings Bank and in partnership with Rotary Club of Brockton.



Chancellor Marcelo Suárez-Orozco, UMass Boston



Marcelo Suárez-Orozco is the ninth permanent and current chancellor of the University of Massachusetts Boston, and is the first Latino to lead a campus in the Massachusetts public university system. He is the former inaugural UCLA Wasserman Dean at UCLA Graduate School of Education and Information Studies.

Chancellor Marcelo Suárez-Orozco assumed the role of chancellor of the University of Massachusetts Boston on August 1, 2020. Prior to coming to UMass Boston Suárez-Orozco served as the inaugural UCLA Wasserman Dean, leading two academic departments, 16 nationally renowned research institutes, and two innovative demonstration schools at UCLA's Graduate School of Education & Information Studies. His research focuses on cultural psychology and psychological anthropology, with an emphasis on education, globalization, and migration. His award-winning books and edited volumes have been published by Harvard University Press, Stanford University Press, University of California Press, Cambridge University Press, New York University Press, and others.

A member of the American Academy of Arts and Sciences (currently serving in the Governance and Trust Board), the National Academy of Education, Trustee of the Carnegie Foundation for the Advancement of Teaching, member of the Board of Advisors of the Thomas Mann House, and recipient of Mexican Order of the Aztec Eagle, Dr. Suárez-Orozco has served as Special Advisor to the Chief Prosecutor, The International Criminal Court, The Hague, The Netherlands.

In January of 2018 His Holiness Pope Francis appointed Suárez-Orozco to the Executive Committee of the Pontifical Academy of Social Sciences and on July 4, 2018 the Carnegie Corporation of New York named him a "Great Immigrant / Great American."

An immigrant from Argentina, Dr. Suárez-Orozco is a product of the California master plan having studied in community college and at the University of California Berkeley, where he received his AB, MA, and PhD (anthropology) in 1986.

To learn more about our guest speaker, please visit www.umb.edu/about/leadership-administration/about-chancellor-marcelo.

To register for this event, visit metrosouthchamber.com/events. Season ticket holders are welcome to attend, please contact Naldo to pre-register.

Questions? Contact NCardoso@metrosouthchamber.com or call (508) 586-0500 x231 for assistance. We look forward to seeing you at this event!

Chamber Holds Business & Economic Summit with NEREJ; Senate Ways & Means Chair Rodrigues

2023 NEW ENGLAND REAL ESTATE JOURNAL SUMMIT
4TH ANNUAL CRE EVENT
REGISTER TODAY! \$95 <https://NEREJMSCC.eventbrite.com>
OCT. 18, 2023 8:30am-12:00pm **VENUE:** Showcase Cinema de Lux, Randolph, MA

KEYNOTE SPEAKER
TOPICS: Discussion on our State of MA Economic Outlook, Housing Shortages and Impact of Economy, Financing and Interest Rates effect on New Construction and Housing

SPEAKERS
MIKE RODRIGUES Senate Ways and Means Chair
ASHLEY STOLBA Undersecretary of Economic Development
LYNN TOKARCZYK Business Development Strategies, Inc.
CAROL BULMAN Jack Conway
STEPHEN DIPRETE South Shore Bank
JASON KORB Capstone Communities

SHOWCASE



Senator Michael J. Rodrigues, Senate Ways and Means Chair



Ashley Stolba, MA Undersecretary of Economic Development



Lynn Tokarczyk, Business Development Strategies (BDS), Inc.



Carol Bulmam, Jack Conway Realty Co.



Stephen DiPrete, South Shore Bank



Jason Korb, Capstone Communities LLC

Premier Sponsor:
TRINITY MANAGEMENT



Chris Cooney, Metro South Chamber President; Senator Mike Rodrigues, Senate Ways & Means Chair; emcee/interviewer Sue Joss, Brockton Neighborhood Health Center; Barry Crimmins, Platinum Partners LLC; Jim Breton, Office of Senator Mike Brady.



Jason Korb, Capstone Communities; Stephen DiPrete, South Shore Bank; Undersecretary Stolba, MA Office of Economic Development; Lynn Tokarczyk, BDS; Sue Joss, BNHC; Carol Bulman, Jack Conway; Chris Cooney, Metro South Chamber.



Regional panel drew full attendance.



Business Development Strategies, Inc.

JACK CONWAY



Last month, the Chamber and the New England Real Estate Journal (NEREJ) partnered with business leaders from throughout the Metro South region to present the 2023 Metro South of Boston Summit at the newly renovated Showcase Cinema de Lux in Randolph. Discussion topics featured Opportunity Zones, housing and redevelopment, to transportation and improving infrastructure, and building for the future in the Metro South region.

Sue Joss, Brockton Neighborhood Health Center, joined us as moderator. Participating panelists included Senate Ways and Means Chair, Senator Michael J. Rodrigues; Massachusetts Executive Office of Economic Development, Undersecretary Ashley Stolba; Business Development Strategies, Inc., Lynn Tokarczyk; Jack Conway Realty Co., Carol Bulman; South Shore Bank, Chief Commercial Banking Officer Stephen DiPrete; and Capstone Communities LLC Principal, Jason Korb.

Small Business Saturday is November 25

LET'S MAKE NOV 25 A BIG DEAL
STOP BY. SAY HI AND SHOP SMALL WITH US!
SMALL BUSINESS SATURDAY

Saturday, November 25, 2023 is Small Business Saturday – a day to celebrate and support small businesses and all they do for their communities. This year, we know that small businesses need our support now more than ever as they navigate, retool and pivot from the effects of the coronavirus pandemic. Please join SBA and organizations across the country in supporting your local small businesses by shopping at a small business.

Founded by American Express in 2010 and officially cosponsored by SBA since 2011, Small Business Saturday has become

an important part of small businesses' busiest shopping season. Historically, reported projected spending among U.S. consumers who shopped at independent retailers and restaurants on Small Business Saturday reached an estimated \$17.9 billion according to the 2022 Small Business Saturday Consumer Insights Survey commissioned by American Express.

The highly successful team of SBA, Women Impacting Public Policy (WIPP), and American Express will be kicking off the 2023 holiday season by encouraging consumers to support our nation's nearly 32 million independent businesses this Small Business Saturday and all holiday season long.

- **For shoppers** - Find participating small businesses in your area
- **For small business owners** - Get free Small Business Saturday marketing materials - including sample posters, and social media resources (visit www.americanexpress.com/us/merchant/shop-small/materials.html)
- **For partner organizations** - Follow SBA on social media for all the latest updates on #ShopSmall

The point is
journalism
that gets right
to the point of
the story and
why it matters
to you.



USA TODAY | To the point

Family & Community Resources Walk for Survivor Safety & Community Cultural Fair held in Brockton



The Family and Community Resources, Inc (FCR) 5K Walk for Survivor Safety at D.W. Field Park in Brockton begins!

Family and Community Resources, Inc. annual event raises awareness and support for survivors of violence and trauma throughout Domestic Violence Awareness Month.

South Shore Bank came together to support the Family and Community Resources, Inc (FCR) 5K Walk for Survivor Safety at D.W. Field Park in Brockton. This annual event drew dozens of community members who

enjoyed an uplifting and family-friendly day to raise awareness and support for survivors of violence and trauma during Domestic Violence Awareness Month. FCR is an organization dedicated to serving individuals and families whose lives are impacted by trauma including violence at home, school, or in their community. Several South Shore Bank team members participated in the walk to support the FCR mission and Brockton community.

"FCR provides safety, hope, and dignity for victims of domestic violence in our community," said South Shore Bank Chief Marketing Officer Jane Bowman, who served as emcee for a powerful speaking program that included violence survivors. "We are proud to support this impactful organization and its worthwhile mission to help victims become survivors and to break the silence and stigma that too often prevent victims from getting help. I appreciate all of my South Shore Bank colleagues who came out, including Carolyn Normand, Chief Credit Officer who is also an FCR Board Member."

Cliongh McLaughlin, an advocate for domestic violence awareness, spoke to the importance of spreading awareness for survivor safety.

"It's important for me to speak out as a survivor because what kept me in that relationship for so long was predominantly shame. Now I've learned from coming out the other side that I have nothing to be ashamed of and neither does anyone who's still in these relationships," said McLaughlin. "Getting the community involved is important for victims because domestic violence and abuse is so prevalent across all communities, genders, and socioeconomic groups."

"The goal of this walk is to bring the community together and educate people on the terrible epidemic of domestic violence, and to share a wonderful fall day with all that's going on in the world," said Patricia Kelleher. "Domestic violence, unfortunately, is one of those things that takes place in secret in people's homes that many of us don't know about until sometimes it's too late. Thousands and thousands of children are growing up in homes where this is violence, and we need it to stop. The Brockton Police Department this year so far has answered almost 700 calls for domestic violence. We know that's only a drop in the bucket and there are thousands more."

For more than 50 years, FCR has served Southern Massachusetts, Cape Cod, and the Islands with lifesaving services for all survivors of trauma. FCR offers mental health counseling, confidential domestic violence services, offender services, visitation services, and educational initiatives. Their vision is that one day every child and adult will live a life without family or community violence.

The Walk for Survivor Safety & Community Cultural Fair at D.W. Field Park in Brockton featured local artists and vendors, games for children, refreshments for walkers, food trucks, raffle prizes, a cultural fair, and opportunities to learn about products from local businesses. Visit southshorebank.com/fcr-ma.org to learn more about these organizations.

Metro South Commercial Real Estate Spotlight



Cowesset Brook Executive Office Condo @ 130 Liberty Street, Brockton

Unit 13A consists of 834 sqft on the 1st floor with three offices, 2 restrooms and open reception area. Unit 13B consists of 805 sqft on the 2nd floor with 3 offices

and 1 restroom and a small reception area. The units are separated by a small vestibule. There is currently a tenant in each unit. 1st Floor tenant is Tenant at Will. 2nd Floor Tenant has a lease that expires December 2023 with an option to renew. Contact Brian Droukas (508) 458-5000

132 Court Street, Brockton



NEW DEVELOPMENT OPPORTUNITY! Property has acquired a variance from the local Zoning Board of Appeals to construct a 150 unit (110-2 BD/40-1 BD) Apts & 4,000sqft Commercial space in a Federal Opportunity Zone. This property

is only 250 feet from the MBTA commuter rail platform with access to Boston with 30 minutes. With just a 1 min walk to T station and a 35min drive to airport. Contact Steve Damon (508) 962-4255



566 Forest Avenue, Brockton

8,800 Sqft, zoning c2, drivein door, city water/city sewer, gas heat, conveyor belt to second floor on side of building, separate 600 sf retail unit with slide entrance, \$850,000 call Donahue Associates at (508) 588-1717



210 Quincy Ave, Brockton

6,-48 Sqft, Medical Office Building – Located behind Brockton Hosp. 5,244 SF suite w/ reception & waiting area, exam rooms, break rooms. Separate 864 SF Suite – 2 private baths, 2 exam rooms, 1 private office. Excellent parking – on sewer – zoned c 5 \$850,000 call Donahue Associates at (508) 588-1717



8 Montello Street, Brockton

760 Sqft, \$5000/month lease Zoned C2 – Allows Office, Retail, Wholesale, Contractors Yard – 330' Street Frontage – Abuts MBTA Commuter Rail Station call Donahue Associates at (508) 588-1717

RENEWING Members!

Thank you!

Abington Bank
ADT Commercial
Belmont West Associates
Bridgewater Polyvinyl, Inc.
Brockton Community Schools
Brockton Education Association
Burgess Pest Management
CC-Teknologies Inc.
Champion City Transit Management, Inc.
Computer Sports Medicine, Inc.
DedhamSavings
EquipNet
Healing Hearts Holistically
Health Imperatives, Inc.

Holy Cross Family Ministries
Jack Conway & Company, Inc.
JM Pet Resort
Kent, Parker & Associates, Inc.
Mallory Headsets, Inc.
My Brother’s Keeper
Rotary Club of Brockton
Sharon & Crescent Credit Union
Sign Design, Inc.
South Eastern Economic
Development (SEED) Corp.
Town of East Bridgewater
W.B. Mason Company, Inc.

WELCOME New Members!

Reinvesting in Our Community

A.R.T.S Foundation Inc
Jackie Joseph
1274 Main Street
Brockton, MA 02301
(781) 436-2781
artsfoundationinc.org
Non-Profit

Medication Coordination Pharmacy
Dr. Charleen Guarnaccia-Albanese
1041 Pearl Street, Suite A
Brockton, MA 02301
(508) 644-0238
medicalcoordinationpharmacy.com
Pharmacies

Better Living Real Estate
Lew Corcoran
P.O. Box 75
Elmwood, MA 02337
(508) 258-9658
lewcorcoran.com
Real Estate/Residential

MPZ Development LLC
Mathieu Zahler
499 Adams Street #527
Milton, MA 02186
(617) 645-3534
mpzdevelopment.com
Real Estate Development

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


2024 Metro South Regional Guide In Production, Will Your Business Be Listed? Fantastic Marketing Buy!



The Metro South Chamber's Regional Guide and Member Directory is designed to encourage in-state support for our local businesses, especially those effected by the pandemic; shop local, and support small businesses!

Our member businesses, among the finest in their respective fields, are featured in this 100 page publication. Their appreciation of you as consumers, employees, and customers has never been greater. In turn, it is so important for us to remember how vital these local businesses are to our American way of life and our great democracy. More than ever, they need our recognition and support!

MEMBER Profile! - OpenCape Corporation



OpenCape Corporation
3195 Main Street
Barnstable, MA 02630
(508) 362-2224
opencape.org

Year Established: 2007

Products or Services: 100% Fiber Optic Internet Service Provider, Data Center services, DDoS Mitigation

What is unique or special about your firm and the products and services you offer?
OpenCape is a 501(c)3 non-profit Internet Service Provider. Our mission is to provide an choice in internet service providers while providing fast, reliable, and affordable services. Our customers include municipalities, schools, libraries, public safety, big and small businesses, as well as limited residential customers. We are on a mission to provide last mile connectivity also known as fiber to the home (FTTH).

What is your market area?
The Cape, Islands, Southeastern, MA and Rhode Island

What markets do you serve? Government, municipalities, schools, libraries, public safety, big and small businesses, as well as limited (but growing) residential customers

Please list awards, honors or special recognition your firm has received:
While we have not received any special recognition – our highly maintained and operated fiber optic network is up and running 99.999% of the time. No one can afford to lose internet connectivity these days.

What is your main business objective concerning your customers and the business community?
Provide superior customer service and internet connectivity to allow businesses to conduct their business without interruption.

SEED Corp. Business Entrepreneurial Workshop Series

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



SOUTH EASTERN
ECONOMIC DEVELOPMENT
CORPORATION



Basic Entrepreneurial Workshop: Business Fundamentals

Date & Time: 11/7/2023 @ 10AM | 11/30/2023 @ 9AM

Register: seedcorp.com/events

Contact: jmello@seedcorp.com

Description: SEED Corporation in cooperation with the U.S. Small Business Administration, Massachusetts Small Business Development Center, & SCORE provide this free, virtual entrepreneurial workshop in which participants will learn the fundamentals of planning, preparing for and financing a small business. The workshop is open to anyone currently in business, starting a business, or thinking about someday owning a business, as well as business assistance professionals who would like to learn more about SEED's technical assistance programming. Attendees will be provided with a free business plan guide and other materials and will be introduced to free and confidential business assistance resources available to them locally and regionally. To register, visit seedcorp.com/events or contact jmello@seedcorp.com.

Basic Entrepreneurial Workshop: Business Financials

Date & Time: 11/9/2023 @ 10AM | 11/30/2023 @ 12:30PM

Register: seedcorp.com/events

Contact: jmello@seedcorp.com

Description: SEED Corporation in cooperation with the U.S. Small Business Administration, Massachusetts Small Business Development Center, & SCORE provide this free, virtual entrepreneurial workshop in which participants will learn how to read and a balance sheet, income statement, and cash flow statement, and keep on top of their business finances. The workshop also explains how a small business owner can anticipate financial needs in order to operate the business more efficiently through a deeper understanding of their financial picture. The workshop is open to anyone currently in business, starting a business, or thinking about someday owning a business, as well as business assistance professionals who would like to learn more about SEED's technical assistance programming. Attendees will be provided with a free business plan guide that includes financial templates and will be introduced to free and confidential business assistance resources available to them locally and regionally.

Perfecting Your Sales Conversations

Date & Time: 11/8/2023 @ 5PM

Register: seedcorp.com/events

Contact: jmello@seedcorp.com

Description: Closing customers is hard work. Closing them consistently is even harder. The Perfecting Your Sales Conversations workshop will teach you the 8 key steps in a successful sales conversation. Improve your close rate by learning what each step is, why it's important, and what your objective is with each step. Once you understand the goals for each step in the sales conversation, you will be able to better guide the conversation and move your prospect beyond the "interest" and "consideration" phases in your sales funnel and toward commitment. Please note space in this workshop is limited! Register as early as possible in order to secure your spot. The Zenagos Experts have founded 17 small businesses among them. They bring decades of experience from a variety of industries, including tutoring, hand-crafted jewelry, flight school and aviation training, online education, ecommerce, software-as-a-service, fitness center, and coaching. They have also consulted to many organizations – from start-ups to Fortune 500 companies like Fidelity, American Express, Nestlé, and Walmart – in the areas of strategy and technology. The Zenagos Experts each have extensive sales experience.



To succeed, you have to stay ahead of the competition; whether you're looking for a business direction sheet or working to tap into value creation, connect with a SCORE mentor to help you! If you're just starting a business, SCORE mentors can provide the practical action plan, education and tools you need to open your doors and establish a customer base.

Already own a business? Our volunteer mentors can help identify ways to increase profit, improve employee and customer satisfaction, and achieve work/life balance. With SCORE, you can have the honest, confidential and sometimes tough conversations about raising money, motivating your team, marketing your business, and other topics.

Take advantage of their **free** live webinar series! Learn more by visiting www.score.org, www.sema.score.org, www.boston.score.org, or by calling (508) 587-2673. Ahead for the month and beyond...

November 9: *How to Start a Business Without Access to Capital*

November 14: *Persuasive Writing - When Nobody Reads Anymore*

November 16: *Unlocking Growth - How to Scale Your Solo Business*

November 21: *How to Transition from W2 Employee to Employer*

November 27: *Branding Essentials*

November 28: *Price it Right!*

November 30: *How To Create A Marketing Plan For Your Small Business*

December 6: *How to Write a One-Page Business Plan: A Step-by-Step Guide*

December 7: *How to Start Your Online Business for Next to No Money*

December 8: *Simple SEO Tips to Improve Online Performance*

Affordable, Flexible Health Coverage for Small Biz



Health Connector for Business is a one-stop shopping solution for small businesses and brokers looking for affordable, high-quality health and dental

insurance. Through the Health Connector, you can compare plans from leading insurance carriers side by side.

Their new online tools make it easier for employers, brokers, and employees to apply, compare options for health and dental insurance, and enroll. Visit www.mahealthconnector.org/business to learn more.

Why choose the Health Connector?

- **Save 15% with ConnectWell**

Qualifying businesses can get a 15 percent discount on your contribution to employees' coverage, while promoting a healthy lifestyle in your company.

- **Employee Choice options**

Flexible options that allows employers to design plans that give employees a range of options.

- **An easy-to-use website**

It's now even easier to manage plans, compare options, and enroll online or shop with your broker.

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
- Interest rates: 6-7%
- Loan Term: up to 10 years
- No prepayment penalty

• **Use of funds:** Working capital; leasehold improvements/built-outs; 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 the advocacy and business of its members in public and private affairs. Membership is open to all companies who operate within the confines of Avon Industrial Park in Avon, Massachusetts. For more information please visit avonindustrialpark.org.



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



The **Connect 24 Business Alliance (C24BA)**, formerly the Randolph & Stoughton Chambers of Commerce, was formed to increase strength and support for our members and provide more opportunities for our local business community to thrive. Visit connect24ba.com to learn more.



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



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



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



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

Small Business Resource; We Speak Portuguese!



Theresa Lobo-Albin, Small Business Assistance



Theresa Lobo-Albin on the chamber staff is fluent in Portuguese. She is available to communicate with businesses that may require help in learning about various business assistance programs serving entrepreneurs, businesses and non-profits throughout the region.

Theresa holds a degree in business and accounting and has worked with many small businesses from numerous industries over her career in accounting.

The Chamber (in partnership with many regional, state, and federal resources) operates the Metro South Business Assistance Center and Thomas Edison Business Incubator in support of business development. Many of the BAC resources can be found online and are being offered remotely, including one-on-one coaching through SCORE

Counselors.

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

Federal, State, and Regional Resources for Businesses



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.

Brockton Redevelopment Authority
Contact: Nathalie Jean
(508) 586-3887

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

Massachusetts Office of Business Development (MOBD)
Contact: Susan Whitaker
(617) 620-1005

Massachusetts Small Business Development Center Network
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: Jason Hunter
(508) 584-3234

MassHire Greater Brockton Career Center
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
Contact: Susan Lourie
(617) 565-5564

Digger Foods, Inc.



63 Pleasant Street, Sharon • (603) 731-9470
www.diggerfoods.org

The Digger Foods mission is to make local, organic, and seasonal food available to everyone there. In September 2022, we launched a local food delivery program in and around Brockton. Our goal is to provide food-insecure people with the best fruits and vegetables from nearby farms, all at discounted prices. This way, everyone can experience the joy of cooking and eating locally.

Easterseals Massachusetts DBA The Bridge Center



470 Pine Street, Bridgewater • (508) 757-2756
easterseals.com/ma/programs-and-services/the-bridge-center/

The Bridge Center is a fully accessible, 22-acre campus offering year-round inclusive recreation and equine-assisted programs including adaptive programs for individuals with disabilities. All programs are instructed by supportive staff and are designed to meet the social, emotional, and physical goals of participants. Through innovative programming, The Bridge Center encourages independence and helps participants build important life skills. The Bridge Center campus consists of numerous outdoor fields, a beautiful pond, an equestrian center, a splash pad, multiple buildings for activities and events, and more.

New England Truck Solutions of Avon



11 Ledin Drive, Avon • (781) 874-1049
www.netrucksolutions.com

Franchised Dealer for Hino & Fuso Trucks. Full service Body Shop and Graphic/Lettering Department. Our technicians are factory and ASE certified, with a management team that has over 60 years of experience. We are experts in the latest computer technologies and diagnostics. Our Service Department offers PM service tracking for all makes and models of vehicles giving you the piece of mind that your truck is maintained properly. We offer everything from engine rebuilding to brake services. Our main goal in our service departments is to limit your downtime and to keep your vehicles on the road.

Raising Multicultural Kids



Easton, MA • RMKeaston@gmail.com
www.raisingmulticulturalkids.com

Raising Multicultural Kids is dedicated to increasing racial and cultural competency in local communities through deep engagement with schools, educational experts, and local citizens. Its mission is to ensure each child sees themselves modeled in curriculum, in teachers, in leadership roles and gains greater self-esteem and respect for others.



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:



When Metro South is Home, Everything's Within Reach

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



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

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

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



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



BUSINESS EVENTS *Planner*

November 14

"Persuasive Writing - When Nobody Reads Anymore"
1:00PM

Live online workshop, SCORE Mentors

Many people are not particularly good writers. They know it hurts their business but are intimidated or don't know how to improve. Join us to see how it is easier than most realize by understanding "nobody reads anymore" and writing to minimize readers' common challenges.

Register: metrosouthchamber.com/events/workshops

November 15

110th Annual Meeting & B2B Expo
12:00PM

Multipurpose Auditorium @ Adult & Teen Challenge
1315 Main Street, Brockton

Guest speaker: Emmy Award-winning anchor of WCVB Channel 5's nightly newsletter, "Chronicle", Anthony Everett! Business-2-Business expo, economic impact awards, beautiful lunch prepared by amazing chef Charles Herman.

Register: metrosouthchamber.com/events

November 27

"Branding Essentials"
6:00PM

Live online workshop, SCORE Mentors

Just like your personal identity makes you uniquely you, your brand identity is the special sauce of your business that sets you apart from every other Tom, Dick and Harry, Inc. on the block. And your brand identity design is what shapes your company.

Register: metrosouthchamber.com/events/workshops

November 28

"Price it Right!"
1:00PM

Live online workshop, SCORE Mentors

This webinar discusses what you must consider when choosing the price for your product or service. You will learn how the "4 C's" of Marketing are critical in today's digital world and how it will affect your pricing methodology. The webinar will examine several pricing strategies implemented today and how they can impact your profitability.

Register: metrosouthchamber.com/events/workshops