Ictionreport



March 2024

www.metrosouthchamber.com

Leading Businesses Leading Communities

METRO

CHAMBER OF

COM<u>MERCE</u>

SOUT



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



Maryjane Anene, Combined Insurance; Tim Cruz, Plymouth County DA • Page 6



J. Brown Realty • Page 6



Bob Nelson, U.S. Small Business Administration (SBA), MA District Director at 9th Annual Multicultural Biz Forum • Page 6

#### CONTENTS

Calendar of Events	3
Good News	4
Member Profile	10
New/Renewing Members 10	

#### MA Secretary of Economic Development, Yvonne Hao to Speak at Chamber Luncheon at Brockton Food Products Supplier, Concord Foods

Thursday, March 28 | 12:00 pm - 1:45 pm | Concord Foods | 10 Minuteman Way, Brockton



Please join us for a Good Day Metro South luncheon **Thursday**, **March 28 from 12:00pm – 1:45pm at Concord Foods, 10 Minuteman Way in Brockton.** Our guest speaker is Secretary Yvonne Hao, Massachusetts Executive Office of Economic Development (EOED).

This event is sponsored by South Shore Bank. South Shore Bank's collaborative leadership group, "Leadership Metro South" will be in

attendance. All are welcome to attend, please register online at metrosouthchamber.com/events. We look forward to seeing you at this event! *More on page 2.* 

#### New & Expanding Businesses in Metro South, Welcomed and Celebrated with Ribbon Cuttings - Join Us and Host your Own!

Want to showcase your new location, expansion, or brand new business with a ribbon cutting ceremony? Call the Chamber at (508) 586-0500 or email estratton@metrosouthchamber.com



Please join us for a ribbon cutting ceremony Friday, March 15th from 4:00pm - 5:30pm at Natural Agricultural Products, located at 1437 Bedford Street in Abington, MA 02351. To register and learn more, visit metrosouthchamber.com/events. *Read more on page 2.* 



Please join us for a ribbon cutting ceremony Friday, April 19th from 2:00pm - 4:00pm at Leading Light Behavioral Health, located at 19 Riverside Avenue in Brockton, MA 02301. To register and learn more, visit metrosouthchamber.com/events. *Read more on page 2.* 

NOW HIRING! Metro South Chamber Seeks Community-Minded Event Coordinator



This is an excellent opportunity to invite businesses to join and engage in the chamber community by strengthening local ties in Brockton and beyond, while gaining a deep understanding of regional economic progress and the competitive developing future of the Metro South region. *More details on page 9*.

#### Annual Labor & Employment Law Update



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 Ouincy Chamber of Commerce is proud to announce the annual Labor & Employment Law Update on Thursday, April 11th at 8:30 a.m at Granite Links, 100 Quarry Hills Drive in Ouincy, MA 02169. Admission is free for chamber members, but please register in advance. To register and learn more, visit metrosouthchamber. com/events. Read more on page 2.

## Economic Development Secretary, Yvonne Hao to Speak at Chamber Luncheon in Brockton - March 28

Thursday, March 28 | 12:00 pm - 1:45 pm | Concord Foods | 10 Minuteman Way, Brockton



Premier Sponsor



Host Sponsor



Yvonne Hao, Secretary of the Executive Office of Economic Development (EOED)



ABOUT THE SPEAKERS:

BANK

Yvonne Hao is the Secretary of the Executive Office of Economic Development (EOED). She has had more than 25 years of executive business experience as a senior executive, including as Co-founder, Advisor, and Managing Director at investment firm Cove Hill Partners and as an Operating Partner at Pillar Ventures. Previously, she was the Chief Operating Officer and Chief Financial Officer of PillPack, an online pharmacy that was acquired by Amazon in 2018. She is also a former Operating Partner at Bain Capital. In addition, Hao has been a Board Director of companies such as CarGurus, Flywire, Gentherm, ZipRecruiter, and Bose. She also has been involved in the community, is the Vice Chair of the Board of Trustees of Beth Israel Lahey Health, and a Trustee Emeriti of her alma mater, Williams College. She lives in Williamstown and Cambridge, and is a graduate of Williams College and the University of Cambridge.

Learn more about the Executive Office of Economic Development at www. mass.gov/orgs/executive-office-of-economic-development

To register for this event, visit metrosouthchamber.com/events. Season ticket holders please contact the chamber to pre-register.

#### Annual Labor & Employment Law Update, April 11

Thursday, April 11 | 8:30 am - 12:30 pm | Granite Links | 100 Quarry Hills Drive, Quincy

#### MH MURPHY HESSE TL TOOMEY & LEHANE LLP Attorneys at Law



"Murphy, Hesse, Toomey, & Lehane, LLP in collaboration with the Metro South Chamber, Neponset River Chamber, South Shore Chamber, and Quincy Chamber is proud to announce that we will be hosting our annual Labor & Employment Law Update on Thursday, April 11th at 8:30 a.m at Granite Links, 100 Quarry Hills Drive in Quincy, MA 02169. Admission is free for chamber members, but please register in advance." Register online at metrosouthchamber.com/events

8:30 AM – 12:30 PM: Presentation

#### Schedule to include:

· 2023-2024 Case and Statutory Update

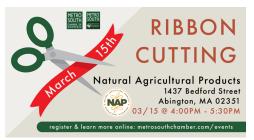
• The National Labor Relations Act Applies to You – What Every Employer Needs to Know About the NLRB's Expanding Protections for Employees

 Continuing to Navigate Paid Family and Medical Leave in Massachusetts
 AI and Technology in the Workplace

7:15 AM: Sign-in and Light Breakfast

## March 15 - Ribbon Cutting on Bedford Street in Abington, Natural Agricultural Products

Friday, March 15 | 4:00 pm - 5:30 pm | NAP | 1437 Bedford Street, Abington



Natural Agricultural Products goal is to "service the Abington local area with natural, high-quality cannabis products ranging from flower to edibles, and oils to vaporizers. Natural Agricultural Products is a brand for the people- we provide our community with the bestquality cannabis products for the

lowest price possible. We stand behind our product with a 100% guarantee; we want our customers to feel satisfied that they've done business with the best in the area. Although the market is saturated with retailers, we intend to cultivate and manufacture other products in the future; with retail, cultivation, product manufacturing all housed in one building, nobody does it like NAP." Visit naturalagriculturalproducts.org to learn more.

This is a complimentary event, but please pre-register online! Visit metrosouthchamber.com/events.

## April 19 - Ribbon Cutting at Leading Light Behavioral Health, 19 Riverside Ave in Brockton

Friday, April 19 | 2:00 pm - 4:00 pm | Leading Light BH | 19 Riverside Ave, Brockton



About Leading Light Behavioral Health, Inc.: "Our mission is to empower and contribute to people improving their mental wellbeing. At Leading Light Behavioral Health, Inc., our vision is to empower and enable the disenfranchised population in Massachusetts to achieve self-determination

and empowerment. We are committed to creating an environment where individuals can employ innovative strategies that lead to desirable actions and ultimately result in positive and healthy outcomes. As a center dedicated to the community we serve, we offer a wide range of services designed to address the needs of mental health wellness. Through seminars, weekend retreats, therapeutic groups, and individual, couples, and family counseling, we actively strive to raise public awareness about the importance of mental health in our community. Our services are specifically tailored to strengthen and enhance self-esteem, self-respect, and respect for others in society. We aim to promote overall health and well-being, addressing the diverse issues that individuals and families face in order to improve the quality of their lives and relationships. At Leading Light Behavioral Health, Inc., we place a special emphasis on providing support to individuals and families who have been affected by incarceration, as well as those who are underrepresented, BIPOC, and LGBTQIA+. We recognize the unique challenges they may face and are dedicated to offering them the support and understanding they deserve." Visit llbh-llc.com to learn more.

This is a complimentary event, but please pre-register online! Visit metrosouthchamber.com/events.

#### **ACTION Report March 2024**

Calend SPACE

#### **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**

#### 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) Penardi** VP of Communications & Special Projects x 222

NOW HIRING! 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 Sue Joss, Brockton Neighborhood Health Center

Vice Chair Community Affairs Jeni Mather, JM Pet Resort

Vice Chair Membership Development Mike Lambert, Brockton Area Transit Authority

Immediate Past Chair Joseph Casey, HarborOne Bank

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

David Teixeira- The Mattress Maker of New England

#### (508) 586-0500 Front Desk x 221

**Development & Retention - NOW HIRING!** Membership x 229

Theresa Lobo-Albin Finance x 230

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

ACTION Report Volume 24 - Issue 3 (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.

dar Sponsor AVAILABLE	<b>CHAMBER</b>	Calenda

#### Community Navigator

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

#### March

15	<b>Ribbon Cutting: Natural Agricultural Products</b> 1437 Bedford Street, Abington	4:00 pm
20	Chamber Ambassador Meeting	9:00 am

**27** Chamber Board Meeting 12:30 pm *Zoom Virtual Meeting* 

Zoom Virtual Meeting

28 Good Day Metro South Luncheon with 12:00 pm MA Economic Development Secretary, Yvonne Hao Concord Foods: 10 Minuteman Way, Brockton

## April

03Chamber Ambassador Meeting<br/>Zoom Virtual Meeting9:00 am11Annual Labor & Employment Law Update<br/>Granite Links: 100 Quarry Hills Drive, Quincy8:30 am19Ribbon Cutting: Leading Light Behavioral Health<br/>19 Riverside Avenue, Brockton2:00 pm

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





#### Impact.

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

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

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

To join the chamber call 508.586.0500 or visit www.metrosouthchamber.com

Note: All meetings are held at the Metro South Chamber Office (via Zoom) or Metro South Business Assistance Center (BAC), Sixty School Street, Brockton unless otherwise indicated. Members - send Good News to estratton@metrosouthchamber.com

training to register

International

The Basics

Participation

The Basics

The Basics

**Business Resume** 

Buttons On!" March 30 in Brockton

•

of

Sponsored by: Good Samaritan Medical Center

MSBDC Online Training Calendar - visit msbdc.org/

• 3/20: How to Start a Business 101:

• 3/21: Exploring Certifications and

• 3/27: Five Tiny Fixes to Improve

• 3/28: Waste Reduction in Food and

• 4/4: How to Start a Business 101:

• 4/18: How to Start a Business 101:

• 4/18: Preparing a Government-

Targeted Capability Statement - A

Fuller Craft Museum presents "Beau McCall"

235 North Pearl Street, Brockton, MA 02301

**Finding Procurement Opportunities** 

Your Small Business Marketing

**Beverage Processing Businesses** 

3/20: Maximizing the Benefits

Trade

Show

## UP-TO-DATE News

MassDevelopment

## MassDevelopment Monthly Office Hours at the Chamber

MassDevelopment will host a series of virtual office hours through the Metro South Chamber of Commerce.

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

## **Health Care Matters**

Sponsored by: Good Samaritan Medical Center

#### Welcome Grace Thomas, MD, Endocrinology

Good Samaritan Medical Center and Steward Medical Group are pleased to welcome Grace Thomas, MD, Endocrinology to the medical staff.

Dr. Thomas received her medical degree from Damascus University, Damascus, Syria, and then completed her residency in Internal Medicine through Lincoln Medical and Mental Health Center, Bronx, NY. Dr. Thomas is Board Certified in Internal Medicine by the American Board of Internal Medicine. Dr. Thomas is accepting new patients at Steward Endocrinology Specialists North Easton, 15 Roche Bros Way, Suite 220, North Easton, MA 02356.

To make an appointment call 508-897-6390.

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.

Buttons On! marks the first-ever retrospective for creative artist, Beau McCall. Enthusiastically proclaimed by American Craft magazine as "The Button Man," McCall creates wearable and visual art by applying clothing buttons onto mostly upcycled fabrics, materials, and objects. Buttons On! showcases pieces from McCall's nearly forty-year career, the debut of several new and specially-commissioned works, and select archival material. Organized into several themes, the exhibition explores McCall's mastery of the button and commentary on topics such as pop culture and social justice. Fuller Craft Museum is open Tuesday - Sunday, 10AM-5PM, and is located at 455 Oak Street in Brockton. Admission is free for everyone. Visit

#### Brockton Symphony Orchestra presents: "Winter Fairy Tales" March 10 @ 3PM

fullercraft.org to learn more.

Escape into fairy-tale fantasy with the spell-binding Swan Lake Suite alongside artistic works by Nikolai Tcherepnin and Philip Glass. Our concert features captivating wife and husband duo, violinist Sarita Kwok and cellist Alexandre Lecarme. Nikolai Tcherepnin – Prelude to La

Steward

508-427-3000

Princesse Lointaine; Philip Glass – Double Concerto for Violin, Cello, and Orchestra; Sarita Kwok, violin; Alexandre Lecarme, cello; Peter Ilyich Tchaikovsky – Swan Lake Suite. Please call (508) 588-3841 for more information or visit. brocktonsymphony.org.

Massasoit To Host Third-Annual Evening of Champions on March 23



This signature fundraiser benefits student scholarships and recognizes "Champions" of the College and our community. This year's honoree is Bob Rivers, CEO and Chair of the Board of Eastern Bank. "Bob Rivers has earned many accolades and honors over the years, not only because he is a true leader in business, but because he and Eastern Bank are avid supporters of the community - we are grateful for the role he plays," said President DiPasquale. The Evening of Champions promises to be a night full of great food, drinks, and company, all for a great cause - supporting students on their educational journey. Sponsorship opportunities available at Massasoit. edu/Champions.



A STEWARD FAMILY HOSPITAL





#### **Call for 2024 Small Biz Award Nominations** Job & Internship Fairs - Connecting with the Workforce



5

#### Thursday, April 4 | 12:00 am - 3:00 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



#### Wednesday, May 1 | 4:00 pm – 6:00 pm Rondileau Student Union Ballroom | 19 Park Avenue, Bridgewater

https://bridgew.joinhandshake.com/edu/career fairs/38462

The Education Career Fair is a recruiting opportunity for educational organizations including public school districts, charter schools, private and independent schools, and education focused non-profits. This fair allows school hiring personnel to network with top-caliber teacher, counselor, and administrator candidates from Bridgewater State University and other area colleges. With over 60 school districts and 100+ students and alumni in attendance, this is a can't miss recruiting event! This event is invite only. Please contact Katie Vagen at: kvagen@bridgew.edu



Tuesday, March 19 | 1:00 pm - 4:00 pm | Business, Engineering & Technology Career Fair | (508) 999-8658 |UMD Marketplace app.joinhandshake.com/career fairs/46594/student preview Opportunity to connect with students and recent graduates for internships, part-time and full-time jobs.

UMass

Wednesday, March 20 | 1:00 pm - 4:00 pm | Business, Engineering & Technology Career Fair | (508) 999-8658 |UMD Marketplace app.joinhandshake.com/career fairs/46846/student preview Opportunity to connect with students and recent graduates for internships, part-time and full-time jobs.

SMALL BUSINESS & ENTREPRENEUR WARDC 2024 METRO SOUTH CHAMBER OF COMMERCE

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 2024 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 (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 12, 2024. Recipients will be announced at the Small Business and Entrepreneur Lunch in May.

#### Sponsored by: BANK OF AMERICA



Prior Small Business of the Year Recipients

- 2023 Healthier You Wellness Partners
- 2022 New England Tortilla / Mi Niña
- 2021 Mallory Headsets, Inc.
- 2020 South Shore SoftWash, LLC
- 2019 Immerse Agency
- 2018 Just Desserts Bakery & Cafe
- 2017 Wood Palace Kitchens
- 2016 Strange Planet Printing

2013 Solex Payroll Systems, Inc.

- 2015 Maguire's Bar & Grill
- 2014 JM Pet Resort

2021 Fusion Dolls

**Prior Entrepreneur of the Year Recipients** 

- 2020 Empower Nutrition
- 2019 LAUNCH Web Marketing

2023 Brockton Beer Company

- 2018 Shovel Town Brewery
- 2017 Epicure Wine & Jazz Bar
- 2016 Elvera's Cafe
- 2015 The Sound Lab
- 2014 JJ's Caffe
- 2013 James Tran, SKy8 Shrimp Farm, LLC

## ATHENA Award - Honoring & Empowering Women Leaders: Call for Nominations

This June, the Metro South Chamber of Commerce and Eastern Bank will present the 26th Annual ATHENA Award to an exceptional individual who has achieved excellence in their business or profession, has served the community in a meaningful way, and has assisted women in reaching their full leadership potential.

The ATHENA Awards Program was created in 1982 and has expanded to over 500 cities in the United States, Canada, the United Kingdom, the United Arab Emirates, Russia, and China. The Metro South Chamber of Commerce believes in the values underlying the ATHENA Foundation's philosophy of incorporating the talents and

expertise of women into the leadership of our businesses, communities, and government.

To nominate an individual for an ATHENA Award, or for more information please contact the Chamber at (508) 586-0500 x 231 estratton@metrosouthchamber.com. email or Nomination deadline: May 10th. Learn more online at metrosouthchamber.com/event/athenaleadership-award-luncheon-2024

Sponsored by:



"We develop, support and honor women leaders from the classroom to the boardroom."

- ATHENA International



2022 Grand Flourish Collective

## Study Presented at Chamber Luncheon Highlights Social Services Needs in Brockton. Mayor Delivers "Message of Progress" Update on City Construction, Housing, New Businesses, Restaurants, and Baseball



Premier Sponsor



In February, the Chamber hosted a Good Day Metro South luncheon at Thorny Lea Golf Club in Brockton with guest speakers Dr. Mark Melnik, Director of Economic and Public Policy Research at the UMass Donahue Institute; and Mayor of Brockton, Bob Sullivan. The study completed by UMass Donahue Institute on behalf of Catholic Charities shows the current landscape of social services needs and available services in Brockton. The core areas of need have been identified as: Childcare and Youth Services, Job Training, Housing, Immigrant Services, Mental and Behavioral Health, and Food Insecurity and Basic Assistance.

Celebrating 50 Years of Care Mayor Sullivan's "Message of Progress" highlighted construction projects at the MCK Senior Center, War Memorial Building, Cosgrove Pool, Brockton City Hall, Brockton Public Safety Building,

Brockton Hospital, 9 Residential Projects, Marvelous Marvin Hagler Tribute, new businesses, restaurants, and baseball coming to Brockton.

Video recording and slides are available at metrosouthchamber.com Thank you to our Program Sponsor: OCES - Old Colony Elder Services. Photos courtesy of Rich Morgan Photography, visit our flickr page to view more: flickr. com/metrosouthchamber.



Chris Cooney, Metro South Chamber of Commerce; Doug Smith, Stonehill College, chamber director, event interviewer; State Senator Walter Timilty; State Representative Rita Mendes; State Senator Mike Brady; Minhtram Tran, Plymouth County District Attorney's Office; City Councilor Shirley Asack, Ward 7; Joe Casey, HarborOne Bank, immediate past-chair of the MSCC, event emcee; and Kelly Tuthill, Catholic Charities Boston President & CEO.



Event sponsor Alisa DeLage, OCES -Old Colony Elder Services interviewed by Doug Smith, Stonehill College



Mayor of Brockton, Bob Sullivan



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



Chamber ambassador Maryjane Anene, Combined Insurance; and Tim Cruz, Plymouth County DA.



Jaime Ewing, Kelly Tuthill, Danielle Mensing, and Mark Kerwin, Catholic Charities of Boston



Sold out luncheon at Thorny Lea Golf Club in Brockton. Thank you for joining us!

## **Chamber Holds 9th Annual Multicultural Biz Forum**



Premier Sponsor: North Easton Savings Bank On leap day, the Metro South Chamber

aay, the Metro South Chamber in partnership with North Easton Savings Bank held the 9th Annual

Multicultural Business Forum & Business After Hours in Brockton. Guest speaker, Bob Nelson, Small Business Administration MA District Director provided welcoming remarks. Chamber director, President & CEO of North Easton Savings Bank Rich Spencer also spoke as the premier sponsor of this event.

The panel of women and minority owned small business owners featured Maryjane Anene, Combined Insurance; David Offutt, HomeVestors franchisee; and Dr. Sabrina Coombs, Medella Dental. The business expo included Center for Women & Enterprise, South Shore Women's Business Network, SCORE Business Counselors, SBA – Small Business Administration, MassHire Greater Brockton Workforce Board & Career Center, South Eastern Economic Development (SEED) Corp., and more. Photos courtesy of Rich Morgan Photography. Check out our blog post to see more photos, video recording, and more from the event! metrosouthchamber.com/blog

## Real Estate Brokerage Opens on Pleasant Street in Brockton; Welcome J. Brown Realty!



City Councilor Shirley Asack, Ward 7; Senator Mike Brady; Max Bretours, Valencia Jacobs Brown, and Brianna Davis, J. Brown Realty; State Rep. Rita Mendes; Senator Walter Timilty; and Chris Cooney, Metro South Chamber.



Max Bretours, Valencia Jacobs Brown, and Brianna Davis, J. Brown Realty



In late February, Metro South business community leaders and elected officials gathered to celebrate and welcome a new business to Brockton! J Brown Realty is located at 567 Pleasant Street, Suite 201, Brockton, MA 02301. We were joined by State Senators Mike Brady and Walter

Timilty, State Representative Rita Mendes, and Ward 7 Brockton City Councilor Shirley Asack, all who expressed their gratitude toward J. Brown Realty for choosing to make Brockton / Metro South home for their business.

Visit jbrownrealty.com to learn more about J Brown Realty and the services they bring to the Metro South Region. Photos courtesy of Rich Morgan Photography, visit our flickr page to view more: flickr.com/metrosouthchamber.

## **Chamber Bids Farewell to Naldo Cardoso**



Naldo Cardoso, Small Business

Specialist at Codman Square

**Neighborhood Development** 

7

The Metro South Chamber of Commerce bides farewell to Naldo Cardoso. He has accepted the position of Small Business Specialist at Codman Square Neighborhood Development Corporation in Dorchester.

Naldo began working with the Chamber about six months ago, after graduating Cum Laude from UMASS Dartmouth with a Bachelor's Degree in Economics, where he also minored in Finance and Portuguese. During his time at UMD, he interned with MassDevelopment and served as a Peer Mentor for the university's "College Now/START" program which offers students a nontraditional route into college.

"Naldo filled a key role during a time of transition at the chamber. We thank him for his thoughtful and helpful service and wish him well in all his future endeavors", said Chris Cooney, president and CEO.

## LAST CALL FOR ADS AND BIZ LISTING UPDATES



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

While you are here, you can visit the extraordinary Fuller Craft Museum, enjoy the acclaimed

Brockton Symphony Orchestra, cheer on the Brockton Rox at Campanelli Stadium, and grab a drink at the new Brockton Beer brewery downtown! With plentiful hotel rooms and within easy reach of Boston, Providence, Plymouth and Cape Cod, you will find many fun shopping experiences, peaceful parks, dynamic sporting events and rich cultural activities all within reach. If you are new to this region, we aim to inform you. If you live here, we want to remind you. If you do business here, we wish to thank you.

The Metro South Guide is distributed to thousands of key decision makers and community stakeholders, including all members, prospective members, town halls, libraries, legislators, hotels, museums, and more. Want your business to be included? Call (508) 586-0500 x222.

Ad Size	Dimensions	Investment
Enhanced Listing		\$237
1/6 page ad	3.5" x 3"	\$473
1/3 page ad	3.5" x 6.5"	\$604
1/2 page ad	7.25" x 4.75"	\$939
Full page ad	7.25" x 10"	\$1,884
Inside Front Cover	OL2D OU	\$2,619
Inside Back Cover	OLD IOU'	\$2,619
Back Cover		<b>Г</b> \$3,354
Your Business Logo on the Front Cover, Plus Full Page Ad Inside	8.5" x 11"	\$4,14

#### ATTN: EMPLOYERS - MassHire 6th Annual Construction Career Day, May 10 in Brockton



METRO SOUTH AND RELATED INDUSTRIES!

Friday, May 10th, 9AM-1PM @ Massasoit Community College in Brockton. Brockton 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

 Engineering
 Paving/Sealcoating
 Electrical
 Plumbing/HVAC

Architecture
 Welding & Mechanical
 Land Surveying
 Solar & Energy
 Smart Technologies

· Landscaping · Utilities ·Management & MORE

· Plumbing/HVAC

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

Drive smarter local marketing with insights and solutions from the USA TODAY NETWORK. **The power** of knowing

# you are doing things right.

OCALIQ

loca<u>liq.com</u>

## **SEED Corp Basic Entrepreneurial Workshop Series**



South Eastern Economic Development (SEED) Corporation is a regional nonprofit economic development corporation with the mission of empowering entrepreneurs, strengthening local economies, and creating jobs by financing all types of small businesses in Massachusetts

and Rhode Island. With loan programs ranging from \$1,000 micro loans to \$5.5 million SBA 504 loans and a long history of assisting small business owners, SEED is a one-stop shop for anyone looking to start-up, grow, or streamline their business.

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.

Learn more and register for any of the below workshops online at seedcorp.com

Title: Basic Entrepreneurial Workshop: Business FundamentalsDate: 3/12/2024Time: 10:00AMFee: FreeLocation: Bristol County Savings Bank, 70 N Water Street, New Bedford, MA

SEED Corporation and Bristol County Savings Bank 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.

## Title: Basic Entrepreneurial Workshop: Business FinancialsDate: 3/14/2024Time: 10:00AMFee: FreeLocation: Bristol County Savings Bank, 70 N Water Street, New Bedford, MA

SEED Corporation and Bristol County Savings Bank in cooperation with the U.S. Small Business Administration, Massachusetts Small Business Development Center, & SCORE provide this free, in-person 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.

Title: Basic Entrepreneurial Workshop: Business FundamentalsDate: 3/26/2024Time: 10:00AMFee: FreeLocation: Online

Title: Basic Entrepreneurial Workshop: Business FinancialsDate: 3/28/2024Time: 10:00AMFee: FreeLocation: Online

## 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.

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







#### FOR THE LIFE OF YOUR BUSINESS

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

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

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

March 12: Social Media Marketing Strategies for Your Small Business

March 14: Grant Writing 101 - How to Create a Grant Proposal

March 19: Mastering Credit Repair - A Guide to Improve your Credit Score

**March 21:** Google My Business - How to Get Your Business on Google Search and Maps **March 26:** Grow Your Sales by Getting Higher-Paying Clients

March 28: How to Use Sales Funnels & Marketing Automation to Grow Your Business April 4: How to Write a Business Plan - Your Roadmap to Success

## Now Hiring: Event Coordinator; Development & Retention Signature Healthcare Brockton Hospital Targets



Are you positive, organized, committed to business & community development, and have a love for the greater Brockton area? Join our team! Please send resume, cover letter, and salary expectations to info@ metrosouthchamber.com

The Metro South Chamber of Commerce strives to be the region's qualified leader for attracting and harnessing the energies, capabilities, and ambitions of businesses; catalyzing critical public discussion on key issues and mobilizing political support; protecting a positive image of the region and bolstering awareness of its many advantages; and position the region to seize the variety of emerging economic opportunities.

This is an excellent opportunity to invite businesses to join and engage in the chamber community by strengthening local ties in Brockton and beyond, while gaining a deep understanding of regional economic progress and the competitive developing future of the Metro South region.

## Rockland Trust's 7th Annual "Small Business, Big Dreams" Contest, Deadline April 7



Are you looking your to the next level? Trust seeking passionate business owners to compete for a \$20,000 grand prize! For more information about Rockland 7th Small Big Dreams contest and how you can enter, please www RocklandTrust. m SmallBusiness. period 4/7/2024. Open to eligible MA and businesses.

# Late Spring to Reopen

On the one-year anniversary of a devastating 10-alarm electrical fire that shut down Signature Healthcare Brockton Hospital, hospital officials announced they expect to safely reopen late Spring.



"Every day since the fire, one of our three paramount goals has been to safely reopen as soon as possible," explained Robert Haffey, Signature's President and CEO. "Our construction partners and local, state, and federal officials share this goal and have been tireless in pursuing it. Now, we have entered the final phases of work to continue renovating the damaged electrical and other infrastructure and are announcing this spring, Brockton Hospital will welcome back its valued staff, patients, and the community."

The Feb. 7, 2023, fire began in an electrical equipment room. Fighting the fire meant shuting off both utility power and emergency generators. That decision required the shutdown of computer systems, elevators, phones, medical devices, and lights. As a result, emergency personnel, working closely with the hospital's doctors, nurses and all staff, evacuated and transported 162 patients, all without injury to patients, staff, or emergency personnel.

"When I think back to a year ago," Haffey said. "I am still in awe of the dedication of our staff and emergency personnel and how they cared for our patients on that unfortunate day. Together, we safely evacuated 162 patients, some critically ill, without overhead lighting, medical records, or elevators."

According to Brian Backoff, Director of Facilities and Engineering, the fire destroyed much of the hospital's electrical wiring. "An electrical fire of that magnitude meant that we have to rewire the entire 250,000-square-foot hospital," Backoff said. "Wiring a hospital is a monumental task even for new construction. Retrofiting a hospital with new wiring and electrical and other infrastructure is even more challenging."

Backoff said that supply chain shortages presented challenges in the early days. "A year ago, manufacturers were still backlogged because of the COVID-19 pandemic," he explained. "That slowed things down early on, but our legislators, regulators, suppliers and contractors worked some supplychain magic and got us back on track. We have everything we need, now, to finish this project and reopen our doors this spring"

Renovations: The previously planned remodeling and renovations are being done more quickly than anticipated taking advantage of the closure. Haffey said the renovated hospital will be safer, more welcoming, and most importantly, more patient-centric. "Our Emergency Department will be completely renovated and will have a new 12 unit behavioral health triage unit, which will help provide beter and more private care for behavioral health patients away from the hustle and bustle of the regular emergency department," he said.



**Outpatient Surgical Center** 

The hospital will now have a new Outpatient Sugrical Center, main lobby, and 1.5-megawatt solar array. The three urgent care centers, including the newest location in East Bridgewater, will remain open.



**Emergency Department** 



**Behavioral Health Triage Unit** 

## Member Profile - KMA Web Design





Kerry Aglugub , Founder & CEO KMA Web Design

KMA Web Design kmawebdesign.com (781) 775-3102

Year Established: 2014

**Products or Services:** Website Design, Website Support & Maintenance, Search Engine Optimization (SEO), & Digital Marketing

Number of Employees: 4

What is unique or special about your firm and the products and services you offer? At KMA Web Design we specialize in creating leadgenerating, user-friendly websites that highlight

what makes your business or organization unique. We guide clients in making smart, informed decisions about their web presence and support clients every step of the way.

What is your market area? Massachusetts and beyond

What markets do you serve? Small businesses and nonprofits

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

- Kerry Aglugub, KMA Web Design's founder & CEO was selected as the Neponset River Regional Chamber's 2022 Business Person of the Year.

- KMA Web Design was featured as one of the 42 Women-owned Creative Agencies You Should be Following by WP Engine in February 2023.

- KMA Web Design has been named one of the top Boston Web Design Agencies by DesignRush.

#### What is your main business objective concerning your customers and the

**business community?** We provide our clients with a marketing strategy and the tools and knowledge to help them increase their visibility online, grow and succeed. We are proud to provide outstanding customer service and high quality web design and development services to help clients market their business.

## Metro South Commercial Real Estate Spotlight



#### 210 Quincy Ave, Brockton

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.

\$750,000 (for sale / lease) negotiable

Call Donahue Associates at (508) 588-1717

## **RENEWING** Members!

#### Thank you!

Associação Cabo Verdiana de Brockton Auburn Construction Co., Inc. Bank of America BuzzAround Cadence Academy Central Glass Company, Inc. Chapel of New Hope, Inc. Elite Health and Fitness GleeWorks Holistic Coaching HealthCare-EDU Holiday Inn Express John E. McCluskey, Esq. PC Khanbabai Immigration Law Mayflower Council Boy Scouts of America Parker Property Management Inc. Platinum Partners, LLC Rich Morgan Photography Rockland Ice Rink Rose Therese Cap & Gown Company Stoneridge Mutual Properties Verdant Consulting Westgate Mall

## WELCOME New Members!

#### Reinvesting in Our Community

#### Brick Marketing

Nick Stamoulis 101 Federal Street, Suite 1900 Boston, MA 02110 (781) 999-1222 brickmarketing.com. *Marketing/Public Relations* 

#### Montilio's Baking Company

Nancy Coste 134 Spark Street Brockton, MA 02302 (508) 894-8855 montilios.com Bakeries T & C Cleaning Services Tija Whitfield (508) 714-9503 tandccleaningservices.net *Cleaning/Janitorial - Residential* & Commercial

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

## Member Profile - T & C Cleaning Services



T & C

Cleanina Services

T & C Cleaning Services tandccleaningservices.net (508) 714-9503

Year Established: 2023

Products or Services: Cleaning - Commercial &

Residential

#### Number of Employees: 6

**What is unique or special about your firm and the products and services you offer?** T & C is unique because we care about the quality of service we provide.

What is your market area? South Shore

What markets do you serve? Commercial & Residential

What is your main business objective concerning your customers and the business community? Provide professional, outstanding and affordable services to those in need of cleaning.

10

Theresa Lobo-Albin on the chamber staff is

Theresa holds a degree in business and

The Chamber (in partnership with many

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

accounting and has worked with many small

businesses from numerous industries over her career

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,

## **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

leasehold

acquisitions



• Micro & Small Loans up to \$350,000

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

## **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.

· Use of funds: Working capital;

outs; inventory/supplies; real estate

furniture, fixtures, and equipment;

refinancing business credit card debt

improvements/built-

(owned-occupied);



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.



**Business** Alliance The Connect 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 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." 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 with the goal of increasing economic opportunities and fostering a business climate. Visit easton-chamber.com to learn more.

ORWELL COMMERCE





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!

throughout the region.

in accounting.



Theresa Lobo-Albin, Small Business Assistance



Counselors.

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

### Federal, State, and Regional Resources for Businesses

The Metro South Chamber METRO of Commerce is dedicated SOUTH 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: Berlhey Narcisse (617) 532-0225

**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

11



Natural Agricultural Products 1437 Bedford Street, Abington

Join us for a grand opening ribbon cutting ceremony with new chamber members - Natural Agricultural Products!

Register: metrosouthchamber.com/events

**Concord Foods** 10 Minuteman Way, Brockton

Guest speaker: Massachusetts Secretary of Economic **Development, Yvonne Hao** 

Sponsor: South Shore Bank

Register: metrosouthchamber.com/events

Update with MTHL LLP 8:30AM **Granite Links** 

100 Quarry Hills Drive, Quincy

In collaboration with Murphy Hesse Toomey and Lehane LLP. Featuring The National Labor Relations Act Applies to You - What Every Employer Needs to Know About the NLRB's Expanding Protections for Employees

**Register:** metrosouthchamber.com/events

## Leading Light Behavioral Health

**19 Riverside Avenue, Brockton** 

Join us for a grand opening ribbon cutting ceremony with new chamber members - Leading Light Behavioral Health

Register: metrosouthchamber.com/events