

Actionreport



November
2024

www.metrosouthchamber.com

U.S. Chamber Economist to Deliver Forecast of New President, Congress & Year Ahead at Annual Meeting Nov. 20

Wednesday, November 20 | 10:30AM - 3:00PM | Adult & Teen Challenge Center | 1315 Main Street, Brockton

**111th ANNUAL
meeting**

November 20, 2024



111th Annual Meeting Luncheon
12:00 pm - 1:30 pm

Lead Sponsors:



UMassAmherst
Donahue Institute

Curtis Dubai,
Chief Economist,
U.S. Chamber of
Commerce

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 111th Annual
Meeting!

This special event will feature keynote
speaker, U.S. Chamber Chief Economist, Curtis
Dubay. There will be award presentations,
valuable networking opportunities, and
extraordinary giveaways for each attendee.
Don't miss the region's premier business event of
the year. Make new connections and refresh
existing ones, get a head start on your next year
of growth.

10 Businesses Recognized for Economic Contributions to the Region



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 Hannah for
assistance, events@metrosouthchamber.com
or call (508) 586-0500 x231. *Cont. on page 2.*

Free to walk the expo floor.

*Lead Expo
Sponsor:*



*Supporting
Expo Sponsor:*



Pen Sponsor:



Brockton Ribbon Cuttings! November 6 and 26



YOU'RE INVITED!

**Come meet
Brockton's new home
for urgent care!**

Let's celebrate the grand opening of our newest urgent care
facility in Brockton! Meet the medical team and take a tour of our
brand new facility. Refreshments and snacks will be provided!

WHEN:
Wednesday, November 6, 11:30am-12:30pm

RSVP:
Claire Diorio
CDiorio@convenientmd.com

WHERE:
1285 Belmont Street
Brockton, MA 02301



More on page 5



More on page 5

Election Day is November 5

Local elections will take place on
Tuesday, November 5. 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/](http://www.sec.state.ma.us/WhereDoIVoteMA/)
WhereDoIVote or scan code below.



LEAD SPONSORS



UMassAmherst
Donahue Institute



SCAN TO REGISTER

111th ANNUAL
meeting

November 20, 2024

LEAD & SUPPORTING
EXPO SPONSORS

PEN SPONSOR

Bring Your Team!
Gain Insight, Be Inspired

2 EXPO BOOTHS LEFT
SIGN-UP NOW

Wednesday, November 20 | 10:30AM - 3:00PM | Adult & Teen Challenge Center | 1315 Main Street, Brockton

Join us on **Wednesday, November 20th at the Adult & Teen Challenge Center, located at 1315 Main Street in Brockton**, for the 111th 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 Curtis Dubay, Chief Economist for the U.S. Chamber of Commerce, as well as networking, awards, and giveaways.



U.S. Chamber of Commerce



Chief Economist, U.S. Chamber of
Commerce - Curtis Dubay

Curtis Dubay, chief economist in the Economic Policy Division at the U.S. Chamber of Commerce, tracks the condition of the economy, analyzes the impact of public policy on economic growth, and runs the Chamber's Chief Economists Committee. The committee consists of chief economists from member businesses. It helps the Chamber formulate economic policies and provides analysis to policymakers in Washington, D.C.

Previously, Dubay was senior economist at the American Bankers Association where he worked on tax issues and followed the economic trends affecting the banking industry. Prior to ABA, he was a research fellow in tax and economic policy where he researched and published on tax and economic policy issues.

Earlier in his career, Dubay worked at PricewaterhouseCoopers (PwC) in the firm's transfer pricing division structuring international transactions, and before that at the Tax Foundation where he authored three widely recognized and cited reports: Tax Freedom Day, State-Local Tax Burdens, and The State Business Tax Climate Index.

Dubay received his master's degree in economics from the University of Connecticut and his bachelor's degree in economics and leadership studies

10 Businesses Recognized with Economic Impact Awards

- | | |
|--|--|
| 1. Air Energy Group
105 Industrial Blvd, Brockton | 6. Natural Agricultural Products
1437 Bedford Street, Abington |
| 2. Egan Development "Hanson Crossing" @ 999 Main Street, Hanson | 7. New England Knockouts
1 Feinberg Way, Brockton |
| 3. Giana Restaurant and Bar
3 Roosevelt Circle, South Easton | 8. Salo Bar and Grill
810 Main Street, Brockton |
| 4. Kids and Company
647 Main Street, Randolph | 9. Signature Medical Group
1 Compass Way, East Bridgewater |
| 5. Massasoit Community College
230 Main Street, Brockton | 10. Stoneridge Mutual Properties "Centre Station" @ 127 Centre Street, Brockton |

from the University of Richmond. He resides in Washington, D.C., with his wife and three sons.

The cost to attend is \$129 for members and \$159 for future members. Tables of 10 are available for \$1290/members and \$1590/non-members. Expo booths are available for \$499/members and \$599/non-members. For information and to reserve your ticket, contact Hannah McGuire at events@metrosouthchamber.com or call (508) 586-0500 x 231.

Contributing Sponsors & Partners:



Business-2-Business Expo Participants:

- | | |
|------------------------------------|-------------------------------------|
| The Arc of Greater Brockton | JM Pet Resort |
| Better Business Bureau | Massasoit Community College |
| Brewster Ambulance Service | MassHire Greater Brockton WB |
| Bridgewater State University | Murphy, Hesse, Toomey & Lehan |
| Brockton Area Transit Authority | New Heights Charter School Brockton |
| Brookmeadow at Blue Hills | Norfolk County Sheriff's Office |
| Burgess Pest Management | North Easton Savings Bank |
| Cruise Planners by Jojo | OCES - Old Colony Elder Services |
| Eastern Bank | Rockland Federal Credit Union |
| Father Bill's & MainSpring | SCORE |
| HarborOne Bank | SCU Credit Union |
| House of Possibilities | Sign Design |
| Hub Technical Services | South Shore Bank |
| Hutcheon's Flowers & | UMass Donahue Institute |
| Holmes-McDuffy Florists | U.S. Small Business Administration |
| Luke Jackson Beneft & HR Solutions | |

Corporate Table Contributors:

- | | |
|---------------------------------|----------------------------------|
| Abington Bank | Hub Technical Services |
| Bank of America | JM Pet Resort |
| Barbour Corporation | Massasoit Community College |
| Bluestone Bank | MassHire Greater Brockton WB |
| Bridgewater State University | National Grid |
| Brockton Area Transit Authority | Norfolk County Sheriff's Office |
| Brockton Housing Authority | North Easton Savings Bank |
| Copeland Toyota | OCES - Old Colony Elder Services |
| Crown Uniform and Linen Service | Old Colony YMCA |
| Dedham Savings | Rockland Federal Credit Union |
| Eastern Bank | Rockland Trust Company |
| The Enterprise | SCU Credit Union |
| Father Bill's & MainSpring | South Shore Bank |
| HarborOne Bank | UMass Donahue Institute |

BOARD OF DIRECTORS, OFFICERS

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

BOARD OF DIRECTORS

Carol Chin - McDonald's Franchisee	Jay Pike, CPA - Citrin Cooperman
Todd Copeland - Copeland Auto Group	Albert Senesie - Victory Human Services
Donald Donnalson - Beantown Builders, Inc.	Doug Smith - Stonehill College
Nelson Fernandes - Nvidius Consulting	Rich Spencer - North Easton Savings Bank
Robert Haffey - Signature Healthcare	Andrew St. Pierre - Brockton Plumbing & Heating Supply
Chuck Jones - Harbor Health	David Teixeira- The Mattress Maker of New England
Kelly Mallory - Mallory Headsets, Inc.	
Matthew Osborne - Eastern Bank	

CHAMBER STAFF	(508) 586-0500	Front Desk x 221
Christopher Cooney, CCE, IOM, MPA President and CEO x 223	Development & Retention - NOW HIRING! Membership x 229	
Emma (Stratton) Penardi VP of Communications & Special Projects x 222	Theresa Lobo-Albin Finance x 230	
Hannah McGuire Programs & Events Coordinator x 231		

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



ACCREDITED
CHAMBER OF COMMERCE

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

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

ACTION Report **Volume 24 - 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
SPACE AVAILABLE



CHAMBER Calendar

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

November

06	Chamber Ambassador Meeting	9:00am
	<i>This is a virtual meeting</i>	
06	Ribbon Cutting: ConvenientMD Urgent Care	11:30am
	<i>1285 Belmont Street, Brockton</i>	
07	Understanding and Improving Credit Scores	12:00pm
	<i>Seminar @ Metro South Chamber: 60 School Street, Brockton</i>	
12	Multi-Chamber Zoom Series featuring MA Office of Labor and Workforce	9:30am
	<i>This is a virtual meeting</i>	
20	111th Annual Meeting & B2B Expo	12:00pm
	<i>B2B Expo: 10:30am-12:00pm & 1:45pm-3:00pm Adult & Teen Challenge: 1315 Main Street, Brockton</i>	
26	Ribbon Cutting: Rockland Federal Credit Union	11:30am
	<i>200 Westgate Drive, Brockton</i>	

December

04	Business After Hours Networking	5:00pm
	<i>Bridgewater Credit Union: 1095 Washington Street, Hanover</i>	

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.metroouthchamber.com

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

UP-TO-DATE News

Members - send Good News to
estratton@metrosouthchamber.com

Sponsored by: Good Samaritan Medical Center

MSBDC Online Training Calendar - visit msbdc.org/training to register

- 11/6: Tech Talks: Maximizing Business Success with CRM
- 11/6: Financials 101
- 11/7: Ways to Improve Your Credit
- 11/8: Government Contracting 101
- 11/13: Understanding the Business Loan Process
- 11/15: Why Certify (Government Contracting)
- 11/21: The Art of Export and Deemed Export Licensing
- 11/21: Developing a Dynamic Capability Statement

Last Chance at the Fuller Craft Museum - Michael C. Thorpe's "Homeowners Insurance"



Leaving December 1st - Michael C. Thorpe: Homeowners Insurance presents the quilt-based work of American conceptual artist Michael C. Thorpe. The fifteen forms on view illustrate Thorpe's distinct visual language known for its geometric shapes, colorful textures, and

energetic stitching. A true storyteller, Thorpe shares his world through his expressions—his friends and family, inspirational figures, daily surroundings, athletic endeavors, even painterly abstractions and meaningful texts. By depicting harmonious narratives, Thorpe aims to inspire connection between people from all walks of life. The Fuller Craft Museum is FREE to visit and located at 455 Oak Street in Brockton, Tuesday - Sunday 10AM-5PM.

Brockton's 38th Annual Holiday Parade - Nov 30



Celebrate the magic of the season with us at Brockton's 38th Annual Holiday Parade! Bring your family and friends for a fun-filled day of holiday cheer, local performances, festive floats, and more. Join us at the Holiday Market from 10:00 AM to noon right outside City Hall at City Hall Plaza! Browse local vendors, enjoy festive treats, and get into the holiday spirit before the parade kicks off at noon. The

parade will start on Belmont Street near the Superior Court and make its way through downtown. The parade will feature floats, marching bands, community groups, and performances, culminating in the lighting of the holiday tree.

Air Energy Opening New Facility, Bringing Jobs to Brockton. Grand Opening November 19

Please Join Us for Our
GRAND OPENING

Tuesday, November 19th
 Opening Ceremony | 10am-12pm

Join us for the grand opening of our new facility! Enjoy keynote speeches and a guided tour of our state-of-the-art facility. Catered lunch will be provided.

105 Industrial Blvd.
 Brockton, MA 02301

As part of this new development, Air Energy Group has been awarded the Metro South Economic Impact Award and nominated for the Massachusetts Economic Impact Award.

Air Energy Group specializes in compressed air and vacuum equipment sales and service. Our new facility will support the production of dissolves & Air skid packaged systems and container build, serving medical/lab, industrial, and remediation applications.

Air Energy Group is a leading manufacturer of innovative compressed air and vacuum systems and specialized containers. Their new 150,000 sq ft facility at 105 Industrial Blvd in Brockton plans to add at least 40 new full-time jobs to the regional

workforce. This grand opening ceremony will feature keynote speeches and a guided tour of their state-of-the-art facility, as well as lunch and networking opportunities.

Cultural Affairs and Tourism Meeting - Nov 14

The Cultural Affairs and Tourism Meeting will be held on Thursday, November 14, 2024 beginning at 6:00 p.m. at the North Baptist Church, 899 No Main Street, Brockton. Come learn what is happening in the city or announce your own event. These meetings are short and taped by Brockton Community Access. You can also ZOOM them. Contact Anne at 774-297-4939 or email her at ambeauregard@outlook.com.

4 Major Cyber Security Tips

1. **Think Before You Click** - stay cautious of unknown links
2. **Use Firewalls and Anti-Viruses** - your system will be capable of defending itself
3. **Use Strong and Varied Passwords** - utilize a password manager tool for organizing distinct passwords
4. **Keep Your Systems Updated** - the older your system is, the longer the hackers have to find and exploit all the weaknesses.

Health Care Matters

Good Samaritan Medical Center

235 North Pearl Street, Brockton, MA 02301

508-427-3000

www.bmhealthsystem.org/patients/good-samaritan-medical-center

Boston Medical Center Health System Welcomes Good Samaritan Medical Center and St. Elizabeth's Medical Center into Health System

Boston Medical Center Health System has announced that Good Samaritan Medical Center and St. Elizabeth's Medical Center are officially operating as part of its health system, stabilizing compassionate and equitable care at both hospitals.

"Good Samaritan Medical Center and St. Elizabeth's Medical Center are invaluable resources in their communities," said Alastair Bell,

MD, President & CEO of BMC Health System. "We are proud today to welcome the patients and communities served by both hospitals into our health system. Together, with the highly skilled clinicians and staff at each hospital, we will work to ensure stability and as seamless a transition as possible for patients, with a long-term focus on sustainability across our health system."

Over the past several weeks, BMC Health System has been meeting with the leadership of Good Samaritan and St. Elizabeth's, preparing employees

to join the health system, and putting plans in place to minimize disruption to patient care during the transition. Patients at Good Samaritan and St. Elizabeth's can continue receiving care in their communities with their trusted providers.

The integration of the two hospitals with BMC Health System builds on Boston Medical Center's existing clinical relationship with St. Elizabeth's and deep presence in Brockton through the Brockton Behavioral Health Center. The integration also maintains access

and continuity of care for the many members of the health system's WellSense Health Plan, who are patients at Good Samaritan and St. Elizabeth's.

Visit www.bmhealthsystem.org/patients/good-samaritan-medical-center to learn more.

Good Samaritan Medical Center

Compassionate Care in Your Community

BOSTON MEDICAL CENTER

Gather Health Meets You Where You Are; Social and Home-Based Support for Seniors Expands into Brockton



The Metro South Chamber helped Gather Health cut the ribbon at the grand

opening ceremony of their new Brockton location on October 10. We were joined by Mayor of Brockton Bob Sullivan, Tim Sullivan Brockton School Committee, Senator Mike Brady, and State Rep Michelle DuBois.

Gather Health, 179 Quincy Street in Brockton, is a primary care facility servicing older adults on Medicare. They are focused on building dedicated teams to meet the individual needs of their patients at the practice, at home, or in the community – noting the importance of tackling social barriers to health care like isolation and the ability to control your care plan with shared decision-making and holistic support.

With locations in Quincy, Lynn, and now Dorchester and Brockton, Dr. Brent Asplin, CEO says “Gather is running to the neighborhoods that others are running away from in terms of primary care access. We want to be accessible. We want to be part of the community. We want to hire team members from the community.”

Gather Health was recently featured in GBH! Check out the article by Trajan Warren here. To learn more, please visit www.gatherhealth.com, walk-in to the new Brockton location at 179 Quincy Street, or give them a call at (508) 283-3154.

Scan the QR code or visit us on flickr to view more photos. This event was recorded by Brockton Community Access - a video is also available through the QR code on this page. *Photos courtesy of David Fox Photography.*



Gather Health, 179 Quincy Street, Brockton



Gather Health Meets You Where You Are!



Gather Health Team at their new facility.



Senator Brady; Tim Sullivan, Brockton School Committee; Runnel Townsend, Gather Health; and Chris Cooney, Metro South Chamber.



Denver Gibbs; Gibbs Software Solutions; Paul Meoni, Randolph DEI; and Jim Breton, Office of Senator Mike Brady



Gather Health CEO, Brent Asplin receives Official Citation from the City of Brockton, Mayor Bob Sullivan.



Thank you, Gather Health, for choosing Brockton as home for your business and bringing important services and jobs to the Metro South Region. Visit gatherhealth.com, call (508) 283-3154, or walk-in to their new 179 Quincy Street location for assistance.

Entrepreneurial Business Panel & New Cyber Security Center at BSU / Chamber Reception



Jeni Mather, JM Pet Resort; Dan Evans, Evans Machine Co.; State Rep Rita Mendes, Mendes Law Group; Vanessa Rios, VR Tailoring & Dry Cleaning; Panel moderated by Jay Pike, CPA, Citrin Cooperman.

In October, the Metro South Chamber



partnered with Bridgewater State University's Center for Entrepreneurship and Small Business, with support from Jay Pike, CPA, Citrin Cooperman, to put on a business & entrepreneurial panel for students and regional entrepreneurs to hear from successful business leaders, gain insight, make important connections, and discover helpful resources to help advance their knowledge and business goals.

Panelists included Jeni Mather, JM Pet Resort; Dan Evans, Evans Machine (EMI); State Representative Rita Mendes, Mendes Law Group, Mendes Realty; and Vanessa Rios, VR Tailoring & Dry Cleaning. Panelists told their stories detailing their business journeys, discussing challenges and obstacles along the way as well as resources and lending assistance.

The Center for Entrepreneurship and Small Business (CESB) serves as a resource for those with an entrepreneurial mindset and small business owners at Bridgewater State University and in the southeastern Massachusetts region. It helps students, faculty, and staff from all areas within the university — as well as people in the surrounding communities — develop their business ideas into successful small businesses and grow existing small businesses. Visit www.bridgew.edu/center/entrepreneurship-and-small-business to learn more.

After the panel, tours of BSU's Cyber Range (one of only a few in Massachusetts) were conducted, followed by an evening of networking. This panel discussion was recorded and is available at the QR code at the top of this article.

MassHire STEM Career Exploration Event at BSU Tours Photonics, Cybersecurity, and Clean Energy Programs



Innovative new Cyber Range and Security Operations Center to give students real-world training while providing local businesses and governments crucial resources to guard against cyberattacks.

Learn more about Massachusetts' first-of-its-kind cybersecurity program at BSU at www.bridgew.edu/about-us/news-events/Press-Release-03-02-2023-Bridgewater-State-University-launches-first-of-kind-cybersecurity-program-in-Massachusetts

Chamber Holds 5th Annual Economic Summit with NEREJ; Transportation Secretary Tibbits-Nutt



Transportation
Secretary, MassDOT,
Monica Tibbits-Nutt



Mike Lambert,
Brockton Area Transit
Authority Administrator



Fred Clark, Bridgewater
State University
President



Rachel Heller, CEO,
Citizens' Housing and
Planning Association



Stephen DiPrete, Chief
Commercial Banking
Office, South Shore Bank

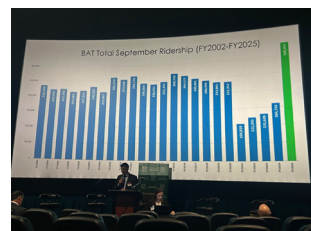


Peter Lewis
EVP Property Mgmt
Schochet Companies



Paul Mahoney
Chief Operating Officer,
Hajjar Management

Premier Sponsor:
TRINITY
MANAGEMENT



Mike Lambert, Administrator for the Brockton Area Transit Authority gave a positive update on BAT ridership, new form-based code, and electric busses.



Attendees enjoyed breakfast, networking, and comfortable seating during the panel discussion. They also had the opportunity to participate in Q&A.



Metro South Chamber President, Chris Cooney and MA Secretary of Transportation, MassDOT CEO, Monica Tibbits-Nutt.



In mid-October, the Chamber and the New England Real Estate Journal (NEREJ) partnered with business leaders from throughout the Metro South region to present the 5th annual event, Transit Housing on the Rail at the newly renovated Showcase Cinema de Lux in Randolph. Discussion topics featured Opportunity Zones, housing and redevelopment, transportation and improving infrastructure, and building for the future in the Metro South region.

Regional leader participation included MassDOT Secretary of Transportation, Monica Tibbits-Nutt; Fred Clark, President of Bridgewater State University; Rachel Heller, CEO of Citizens' Housing and Planning Association (CHAPA); Mike Lambert, Administrator for Brockton Area Transit Authority; Peter Lewis, Executive VP of Property Management, Schochet; Paul Mahoney, Hajjar Management; and Stephen DiPrete, South Shore Bank.

Small Business Saturday is November 30 - Shop Small!



Saturday, November 30, 2024 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.

The highly successful team of SBA, Women Impacting Public Policy (WIPP), and American Express will be kicking off the 2024 holiday season by encouraging consumers to support our nation's nearly 32 million independent businesses this Small Business Saturday and all holiday season long.

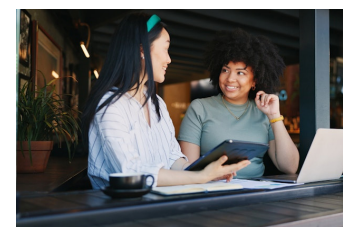
- **For shoppers** - Find participating small businesses in your area
- **For small business owners** - Get free Small Business Saturday marketing materials - including sample posters, and social media resources (visit www.americanexpress.com/us/merchant/shop-small/materials.html)
- **For partner organizations**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



The point is
not saying
everything,
but everything
that matters.



How to Use AI to Streamline Grant Applications



U.S. Chamber of Commerce

For small businesses, grant funding can lead to successful startup ventures and eventual business growth. However, applying for small business grants can be a complicated process that requires research, technical writing, and expertise that many small business owners lack. These AI-powered tools take the guesswork out of grant writing and help small businesses put their best foot forward when applying for specialized funding.

specialized funding.

To learn more, scan the QR code above or visit www.uschamber.com/co/run/technology/ai-tools-for-grants.

AI tools to help you find and apply for grants - ChatGPT, Fundwriter.ai, Grantable, Grantify, Skip.

How to choose the right AI tool - The AI tool most helpful for your small business's grant application process will be driven by your needs. Use these starting points to determine the right AI tool for your business:

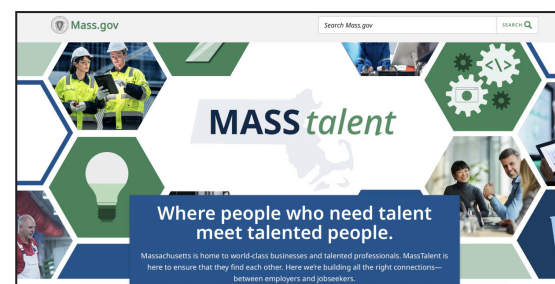
* **Determine must-have features.** Your small business is unique, and not every AI tool will have all the features you need. For example, if you don't have a dedicated IT employee on staff, key features like user-friendliness, training, and support will make using the AI tool easier.

* **Rely on customer reviews.** There's no better salesperson than a satisfied customer. Read what other users have said about the tool on the company website, Google, or another platform to get a feel for how other businesses have used this tool and how it met their needs.

* **Take advantage of a demo or free trial.** Take the AI tool for a test drive if the option is available. Use the free version or a demo before committing to learn how the tool works for your business's specific needs.

* **Compare costs.** Don't settle on the first AI tool you come across. Compare features and related costs to make an informed purchase decision that can help your business grow in the long run.

Healey-Driscoll Administration Launches "MassTalent" Online Job Platform, Key Strategy in Workforce Agenda



Improved front-door experience allows for employers and jobseekers to navigate resources; connects employers and industry to skilled talent, and jobseekers to employment opportunities across Massachusetts. "MassTalent demonstrates one of the many ways our administration is committed to connecting employers to talent and jobseekers to career opportunities in Massachusetts," said Secretary of Labor and Workforce Development Lauren Jones. "Through MassTalent and enhanced resources our goal is to improve the user experience, promote available opportunities, and build connections that will strengthen our workforce today and for the future."

For more information, please visit the MassTalent website at www.mass.gov/masstalent or contact the Executive Office of Labor and Workforce Development.

Member Profile - Sign Design



Sign Design, Inc.
170 Liberty Street
Brockton, MA 02301
www.signdesign.com
(508) 580-0094

Year Established: 1988

Products or Services: Custom Sign Design, Build, Installation, and Service

Number of Employees: 73

What is unique or special about your firm and the products and services you offer? Sign Design is a 100% Employee-Owned Company

What is your market area? Massachusetts/New England

What markets do you serve? Anyone who needs a sign!

What is your main business objective concerning your customers and the business community? We provide custom visual communications solutions.

Member Profile - Red Apron Charcuterie



Red Apron Charcuterie
www.redaproncharcuterie.com
(860) 965-1306

Year Established: 2023

Products or Services: Charcuterie boxes for any occasion

Number of Employees: 1

What is unique or special about your firm and the products and services you offer? We source our gourmet ingredients from a list of carefully chosen producers, bringing the freshest variety of products to each box. We customize our boards to all customers needs.

What is your market area? South of Boston and Metro West in Massachusetts.

What is your main business objective concerning your customers and the business community? To be well known in my community about "thank you charcuterie boxes" and that nothing is shipped, only delivered.

Anything additional we should know about your company? This is a Latina Women Owned Business.



SEED Corp. Business Entrepreneurial Workshop Series



SOUTH EASTERN
ECONOMIC DEVELOPMENT
CORPORATION



Basic Entrepreneurial Workshop Series Session I "Understanding Business Fundamentals" and Session II "Understanding Business Financials"

Register: seedcorp.com/events **Date, Time:** 11/7/2024 @ 9AM & 12:30PM

Location: BlueStone Bank - 756 Orchard Street, Raynham

Description: SEED Corporation in cooperation with the U.S. Small Business Administration, Massachusetts Small Business Development Center, & SCORE provide these free entrepreneurial workshops in which participants will learn the fundamentals of planning, preparing for and financing a small business. The workshops are 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.

Session I: Topics will include putting together a business plan, getting business financing, and marketing. The workshop will also provide information on the many business assistance resources that are available to entrepreneurs locally and regionally.

Session II: Participants will learn how to read and create a balance sheet, income statement, and cash flow statement, and keep on top of their business finances. The workshop will also explain how a small business owner can anticipate financial needs in order to operate the business more efficiently.

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...

November 7: *Bookkeeping and Small Businesses - Why, When, and How.*

November 7: *Business Branding 101 - How to Create Your Brand Strategy*

November 12: *Time Management Strategies for Small Business Owners*

November 13: *Beneficial Ownership Reporting Under the Corporate Transparency Act*

November 14: *Year-End Tax Preparation for Your Business*

November 19: *Mastering Cash Flow Management - Uncover Hidden Biz Profits*

November 21: *SBA Loan Opportunities for Minority-Owned Businesses*

November 26: *How to Build Your Personal Brand on a Budget*

City Planner Updates Chamber Board on Development

Brockton City Planner Rob May spoke at the Metro South Chamber's October board meeting giving updates on progress being made in the City of Champions including upcoming mixed-use housing & commercial projects, land-use studies, form-based code, MBTA communities, environmental restoration, companies interested in moving to Brockton, and more.

The City has a new interactive economic development web page! Visit brockton.ma.us/business/economic-development to see a snapshot of regional economy, market data, strategy, target industries, and an interactive map of development sites.



Rob May, Director of Planning & Economic Development for the City of Brockton

VIP Tires & Service Opens Hanover Location; Launches Initiative to Benefit Hanover and Norwell Public Schools



VIP Tires & Service, a leading provider of automotive service and tire sales, is excited to announce the grand opening of its new location in Hanover, Massachusetts at 2144 Washington Street. The new store marks a significant milestone for VIP as it continues to expand its presence throughout New England and deliver exceptional service to its customers.



In addition to offering a wide range of automotive services, including oil changes, tire rotations, brake repairs, and more, VIP is committed to giving back to the Hanover and Norwell communities. As part of its grand opening celebration, VIP is launching its **"Oil Changes for Education"** initiative. This program allows customers to receive a valuable discount on an oil change while simultaneously supporting the Hanover and Norwell Public Schools since this store will service both communities. For every oil change purchased, a portion of the proceeds will be donated directly to the schools, helping to fund essential educational programs and resources.

During the six weeks following the grand opening week, **(10/9-11/15), all customers can receive any Valvoline oil change for 50% off (excludes diesel), and VIP will donate 50% of the proceeds to both the Hanover and Norwell Public Schools.**

To ensure motorists stay safe on the road, we're offering a special grand opening promotion. **Enjoy a \$100 discount on the purchase of four new tires installed at the Hanover location.** Help keep your vehicle in top condition and drive with confidence.

"We believe in building strong relationships with the communities we serve," said Tim Winkeler, president and CEO of VIP. "Education is the cornerstone of a thriving community, and we're proud to partner with the Hanover and Norwell Public Schools to support their efforts to provide a quality education for local students."

VIP's Hanover location opened for business on October 1st and invites the community to visit and experience the exceptional service and commitment to giving back that VIP is known for.

Attend Important Business & Community Programs with Your Chamber Season Tickets! Order Ahead



The new season of Metro South Chamber events is about to begin, and we want you to be there! Reserve your 2024 - 2025 Season Ticket now and get access to events all year long. The season ticket includes:

- Now including the Legislative Reception
 - All Good Morning Metro South Programs (5 Programs, \$195 value)
 - All Business After Hours (12, up to \$60 value)
 - Annual Legislative Luncheon (\$39 value)
 - ATHENA Award Luncheon (\$39 value)
 - Small Business Awards Luncheon (\$39 value)
 - 1 Taste of Metro South Ticket (\$35 value)
- All for just \$299 (Savings of 26% +)

SEASON TICKET AND ADDITIONAL SAVINGS OPTIONS

Season Ticket: # _____ Discounted Tickets x \$299 = \$ _____

Contact Hannah McGuire at events@metrosouthchamber.com or call (508) 586-0500 x 231 for more information.

Now Hiring: Membership Development & Retention

WE ARE HIRING

OPEN POSITIONS

JOIN OUR TEAM (:

Are you positive, organized, committed to business & community development, and have a love for the greater Brockton area?

Please send resume with cover letter and references to: info@metrosouthchamber.com

Metro South Chamber of Commerce • 60 School Street, Brockton, MA 02301
www.metroouthchamber.com • info@metrosouthchamber.com

• Development & Retention

Are you positive, organized, committed to business & community development, and have a love for the greater Brockton area? Join our team as Membership Development Specialist! Email resume and cover letter to info@metrosouthchamber.com.

Job Summary: The Membership Development Specialist is responsible for promoting the Chamber and its products and services to prospective and existing members. Sales of membership to prospects and retention of existing members are the key functions of this position. They will identify prospects, determine their needs, communicate the Chamber's value and establish professional relationships with area businesses and organizations. The Membership Development Specialist must be able to conduct "high-level" business interactions independently and as part of a coordinated team.

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.

RENEWING Members!

Thank you!

Anderson Insulation, Inc.
Bay State Shredding
Better Living Real Estate
Brockton Neighborhood Health Center
Burgess Pest Management
CC-Teknologies Inc.
Champion City Transit Management
Conway Insurance Agency
Crown Uniform & Linen Service
Harbor Health Elder Service Plan
Health Imperatives, Inc.
JM Pet Resort
Joe Angelo's Cafe & Deli
Kent, Parker & Associates, Inc. -CPA

Mallory Headsets, Inc.
MCR Chiropractic
My Brother's Keeper
RKA Transportation Services Inc.
Roger Keith & Sons Insurance
Rose Therese Cap & Gown Company
Rotary Club of Brockton
Sheldel House LLC / Loyal Staffing
Agency LLC / Loyal Institute
Spark Street Auto Body
Summer St Financial Advisors LLC
The Point at Sharon
University of Massachusetts Boston
Yard Services, LLC

WELCOME New Members!

Reinvesting in Our Community

Air Energy Group

Scott Ripatrazone
105 Industrial Blvd
Brockton, MA 02301
(508) 230-9445
airenergy.com
Manufacturing

Medwell Massachusetts

Joshua Rosenberg
1200 W Chestnut Street
Brockton, MA 02301
(774) 517-5195
medwellhealth.net
Medical

Driveways by Heap Inc.

Jennifer Heap
1207 Auburn Street
Whitman, MA 02382
(781) 447-4336
drivewaysbyheap.com
Paving & Sealing

VIP Tires & Service

Lynn Campbell
98 Westgate Drive
Brockton, MA 02301
(508) 313-9117
vipauto.com
Automotive Repairs

Red Apron Charcuterie

Ana Rojas
(860) 965-1306
redaproncharcuterie.com
Foodservice Design

For membership, contact:

(508) 586-0500 x 229

membership@metrosouthchamber.com

SEED Corp. Offers Micro and Small Loan Programs

<p>FAST TRACK LOANS Up to \$25,000 for start-up and existing businesses at 7% fixed</p> <p>MORE INFO</p>	<p>MICRO AND SMALL LOANS Micro Loans up to \$50,000 and Small Loans up to \$350,000 at 6-7% fixed with flexible terms</p> <p>MORE INFO</p>	<p>SBA 504 LOANS Real Estate or Machinery and Equipment Loans up to \$5.5 million at low, fixed rates</p> <p>MORE INFO</p>
---	---	---

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

Call (508) 822-1020 x 312 or visit www.seedcorp.com



Access to Capital for Massachusetts Businesses



Massachusetts Growth Capital Corporation (MGCC) functions as a one-stop resource for debt financing for small businesses. MGCC drives economic growth through access to alternative funding, resources, and individualized services to identify and structure

solutions tailored to each small business in Massachusetts. The purpose of MGCC is to create and preserve jobs at small businesses. MGCC also works to promote economic development throughout the Commonwealth, with special paid attention to business needs in underserved areas and Gateway Cities. Their services include small business lending from \$100,000-\$200,000; microloans from \$5,000-\$100,000; small business technical assistance grant program for non-profit assistance providers; microlending operations support & CDFI lending capital matching funds grant program; and the biz-m-power crowdfunding matching grant program. Visit empoweringsmallbusiness.org to learn more.

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 **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 jointheebba.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: 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: Kelly Arvidson
(978) 784-2901

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: Shelly Gillis
(617) 565-5590

CertaPro Painters of Brockton Foxboro



29 Hampden Drive, Suite 1, South Easton
(508) 404-8447 • certapro.com/foxboro

ConvenientMD Urgent Care



1285 Belmont Street, Suite 1, Brockton
(508) 894-7015 • convenientmd.com

Medwell Health and Wellness



HEALTH AND
WELLNESS CENTERS

1200 W Chestnut Street, Brockton
(774) 517-5195 • medwellhealth.net

Join the Chamber!

YOUR BUSINESS PROFILE HERE...

...When Your Join the Chamber!
Call us at (508) 586-0500 or
email info@metrosouthchamber.com

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

Join the Chamber and network your business to success! The Chamber hosts informative meetings, networking events, and puts you in touch with your legislators. We also offer marketing and advertising opportunities, referrals, publicity, and exposure.

Call to learn more today!

Visit metrosouthchamber.com/membership/join

ConvenientMD Urgent Care in Brockton, MA offers accessible and affordable care right in your backyard—so you can get the care you need, when you need it (for less than a visit to the ER). We have a full medical team on site for minor emergencies and routine care, ready to treat patients of all ages in a welcoming environment. No appointment needed—just walk in to our urgent care clinic in Brockton today or register online to save your spot in line.

MedWell Health and Wellness Centers has a diverse group of experts dedicated to providing exceptional care to our patients. Our experienced practitioners specialize in medical marijuana treatment; our team includes professionals from various healthcare backgrounds, including pain management, mental health, oncology, compassionate care, and years of experience guiding patients on alternative medicine for symptom management.

Join the Chamber and network your business to success! The Chamber hosts informative meetings, networking events, and puts you in touch with your legislators. We also offer marketing and advertising opportunities, referrals, publicity, and exposure.

Call to learn more today!

Visit metrosouthchamber.com/membership/join



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 6

Ribbon Cutting: ConvenientMD

11:30AM - 12:30PM

ConvenientMD Urgent Care
1285 Belmont Street, Brockton

Meet the ConvenientMD Urgent Care team, network with community leaders, tour their new facility, enjoy refreshments

Register: metrosouthchamber.com/events

November 7

Free Understanding and Improving Credit Scores Seminar

12:00PM - 1:00PM

Metro South Chamber of Commerce
60 School Street, Brockton

Join us for a 1-hour Lunch & Learn, where you'll enjoy a complimentary lunch while gaining valuable insights on credit scores.

Register: metrosouthchamber.com/events

November 12

Multi-Chamber Zoom Series, MA Office of Labor & Workforce

9:30AM-11AM

Live virtual meeting

Featuring special guest Michael Fiore, On Site Consultation Program Supervisor at the Commonwealth of Massachusetts Executive Office of Labor and Workforce Development.

Register: metrosouthchamber.com/events

November 20

111th Annual Meeting & B2B Expo

12:00PM-1:45PM

Adult & Teen Challenge Center
1315 Main Street, Brockton

Over 400 in attendance plus expo. Guest speaker: U.S. Chamber Chief Economist, Curtis Dubay.

Register: metrosouthchamber.com/events