

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



Hannah McGuire, New Metro South Chamber Programs & Events Coordinator • Page 9



Guan Ellerbe, Leading Light Behavioral Health Ribbon Cutting • Page 7



Omari Walker, New Heights Charter School of Brockton • Page 6

CONTENTS

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

Actionreport



May
2024

www.metroouthchamber.com

Small Business & Entrepreneur Awards Celebrate Success

Friday, May 10 | 12:00 pm - 1:45 pm | Thorny Lea Golf Club | 159 Torrey Street, Brockton



Premier Sponsor:

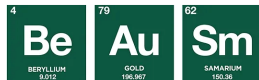


Supporting Sponsors:



Please join the Chamber and premier sponsor, Bank of America in recognizing the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region on **Friday, May 10th @ 12:00PM**. Register and learn more online at metrosouthchamber.com/event/small-business-entrepreneur-of-the-year-awards-2024. Call (508) 586-0500 x231 for assistance.

Guest speaker: Joshua Peach founded Be Au Sm in 2018, with one mission – to help inspire others to be their very best at work and in life. After launching his career as a public speaker in 2009, he’s delivered over 600 presentations centered around the innate value of outstanding customer service, leadership, and teamwork, inspiring thousands to elevate their professional and personal mindset. Known for his relatable authenticity, Josh has set himself apart as a thought-leader and sought-after speaker for industry events across North America.



Josh Peach, Be Au Sm (be awesome) Founder

He also brings more than 25 years of experience in operations management, naturally springboarding his knowledge as a multi-subject-matter expert, spanning a diverse set of industries and topics. Clients include; Albuquerque Public Schools, ALPHA Facility Solutions, Purview, and National School Plant Managers Association.

Josh extends his passion for helping others by producing two top-ranking podcasts with a loyal following. Be Au Sm and Be Au Sm at FM (Facilities Management) highlight conversations with inspirational leaders and can be found on all major channels and www.beausm.com.

Josh is currently one of only two recipients of the “ASBO International Corporate Leader Award” and the only vendor representative to have received the “ISTE Making IT Happen Award.” Other accolades include the “MASBO Friend of MASBO” Award, “NSPMA Donna Peoples Corporate Leadership Award,” “SCSPMA Vicar Award,” and the “NHASBO Al Blastos Distinguished Service Award.” He currently makes his home in the Boston, MA, area with his fiancée Amy, two young sons, and a real backyard petting zoo. Visit www.beausm.com to learn more. *Continued on page 2.*

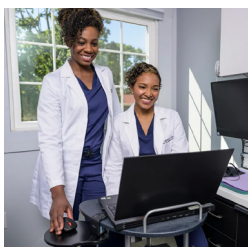
ENTREPRENEUR OF THE YEAR



BinStar
Jack Laughlin
20 Stockwell Drive
Avon, MA 02135
[new locations in Brighton and Saugus]

(508) 562-1304 | shopbinstar.com

SMALL BIZ. OF THE YEAR



Medella Dental
Dr. Sabrina Coombs &
Dr. Stephanie Saddler
1034 N. Main Street
Brockton, MA 02301

(508) 588-6964 | medelladental.com

NOW HIRING! Chamber Seeks Development & Retention Professional



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.*

CALL FOR NOMINATIONS



26th ATHENA Annual AWARDS

The Metro South Chamber and Eastern Bank will present the **26th Annual ATHENA Leadership Award** during a special luncheon 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. For nomination forms, call Hannah at (508) 586-0500 x 231, email events@metrosouthchamber.com, or visit metrosouthchamber.com/event/athena-leadership-award-luncheon-2024. *More on page 5.*



33rd Annual Small Business & Entrepreneur Awards Celebrate Medical & Sustainable Retail Businesses

Friday, May 10 | 12:00 pm - 1:45 pm | Thorny Lea Golf Club | 159 Torrey Street, Brockton | Guest Speaker: Josh Peach, Be Au Sm



The 2024 Small Business and Entrepreneur of the Year Awards will be presented at a special chamber program on Friday, May 10, from 12:00pm - 1:30 pm at Thorny Lea Golf Club in Brockton. Please join the Chamber and premier sponsor, Bank of America in recognizing the achievements and contributions of small businesses and entrepreneurs in creating new jobs and economic opportunities in the Metro South region!

Featuring guest speaker, Josh Peach, Be Au Sm. Companies are rated on their creativity and imagination in the development of their business, demonstration of growth, and a reflection on internal and external social responsibility.

To learn more and to register, visit metrosouthchamber.com/event/small-business-entrepreneur-of-the-year-awards-2024/. Questions? Call (508) 586-0500 x 231 or email events@metrosouthchamber.com

Premier Program Sponsor:



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.

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
2015 Maguire's Bar & Grill
2014 JM Pet Resort
2013 Solex Payroll Systems, Inc.
2012 Vincente's Tropical Grocery
2011 McGuigan's Pub
2010 Prisco's Market
2009 MCG Partners
2008 Heights Crossing
2007 Westgate Lanes
2006 Cindy's Kitchen
2005 Northeast Wholesale Nail & Fastener Supply
2004 Dupliron, Inc.
2003 Modern Auto Body
2002 United Furniture, Inc.
2001 Robert Sharkansky & Company, CPA

Prior Entrepreneur of the Year Recipients

2023 Brockton Beer Company
2022 Grand Flourish Collective
2021 Fusion Dolls
2020 Empower Nutrition
2019 LAUNCH
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
2012 Billy Michaud, Sparky's Import Repair
2011 Al Ata, Elie Baking Corp
2010 Patricia Winberg, Topnotch Design Studio
2009 Michelle Cully, XPressman Trucking & Courier
2008 Robert Monahan, UPPAbaby
2007 Howard Wright, Wright Technology
2006 Rob Peters, Rob Peters Entertainment
2005 Jeffrey Chrzanowski, Spark Street Auto Body
2004 Charles Bernard, The DJ Experience
2003 James Messinger, The Crazy Chefs Caterers
2002 Jerome Offutt, Top Quality Staffing
2001 Randy Yanoff, Eye of the Tiger Karate

ENTREPRENEUR OF THE YEAR



Jack Laughlin, BinStar, Founder



Our story begins with founder Jack Laughlin working on the so-called "returns problem" at a large e-commerce company. After searching far and wide, Jack discovered that the vast majority of high-quality returned merchandise was being thrown in the trash. Incensed at this enormous sustainability problem with no buyer and no measurable solution, Jack decided to do something about it. That's when BinStar was born.

BinStar is New England's destination for a fun & sustainable shopping experience. BinStar opened its flagship store and distribution center in Avon, MA in June of 2023 where owner Jack Laughlin invested \$500,000 in a 17,000 sq ft. retail location that employs 23 and has brought 22 additional jobs to the region. BinStar's first-of-its-kind retail experience provides high-quality retail returns to its customers at high-value prices. BinStar sources returns from retailers and brands large and small, which frequently end up in landfills, and delivers a unique, treasure-hunt experience for its customers. Discover all sorts of items, from electronics to household appliances to clothing and more. Their work helps prevent some of the nearly 10 billion pounds of high-quality returned merchandise from being tossed into landfills every year. So far, BinStar has saved over 100 tons of retail products from landfills. Visit shopbinstar.com to learn more.

SMALL BUSINESS OF THE YEAR



Sabrina Coombs, DMD and Stephanie Saddler DMD, Co-Owners, Medella Dental



Founded in 2021, Medella Dental practices preventative care across a whole range of general and cosmetic treatments. With 15 years combined dental experience, Owners and General Dentists, Dr. Sabrina Coombs and Dr. Stephanie Sadler strive to make every patient, young and old, proud of their smile and have a great time doing it. In the ever-changing field of dentistry, Medella Dental chooses to invest in annual continuing education courses and the latest technological advances, which allow them to develop systems within their practice to streamline patient care. Their office is completely digital, and is equipped with the latest imaging, intraoral scanners, and photos for patient education that can be displayed on mounted televisions in all patient operatories. Since opening their office three years ago they have expanded from 1 employee to 5, allowing them to increase their patient base significantly and expand to an additional operatory room. Medella Dental offers an on-the-job training program for dental assistants and students, and further involves themselves in the community by adopting middle and high school children to help cover their school expenses by supporting clothing and food drives, as well as holiday gifts. They have partnered with back-to-school events in Brockton, participated in Juneteenth tabling outreach, and the Brockton holiday market. Both doctors participate in local dentistry study clubs while also personally mentoring employees, where they continue to support increased access to dental care and encourage women to pursue leadership roles. Visit medelladental.com to learn more.

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

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

BOARD OF DIRECTORS

Carol Chin - *McDonald's Franchisee*

Michele Cinquegrano - *Verizon*

Todd Copeland - *Copeland Auto Group*

Ray DiPasquale - *Massasoit Community College*

Donald Donnaldson - *Beantown Builders, Inc.*

Nelson Fernandes - *Noidius Consulting*

Robert Haffey - *Signature Healthcare*

Matthew Hesketh - *Good Samaritan Medical Center - Steward Health Care*

Chuck Jones - *Harbor Health*

Kelly Mallory - *Mallory Headsets, Inc.*

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*

CHAMBER STAFF**(508) 586-0500 Front Desk x 221**

Christopher Cooney, CCE, IOM, MPA
President and CEO x 223

Emma (Stratton) Penardi
VP of Communications & Special Projects x 222

Hannah McGuire
Programs & Events Coordinator x 231

Development & Retention - NOW HIRING!
Membership x 229

Theresa Lobo-Albin
Finance x 230

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

Calendar Sponsor
SPACE AVAILABLE

CHAMBER Calendar

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

May

- 07** Chamber Executive Board Meeting 3:00 pm
Zoom Virtual Meeting
- 08** Chamber Ambassador Meeting 9:00 am
Zoom Virtual Meeting
- 10** 33rd Annual Small Biz & Entrepreneur Awards 12:00pm
Thorny Lea Golf Club: 159 Torrey Street, Brockton
- 22** DCAMM Contractor Certification 11:00 am
Metro South Chamber: 60 School Street, Brockton
- 22** Chamber Board Meeting 12:30 pm
Metro South Chamber: 60 School Street, Brockton

June

- 05** Chamber Ambassador Meeting 9:00 am
Zoom Virtual Meeting
- 13** 26th ATHENA Women's Leadership Award 12:00 pm
Massasoit Community College: 1 Massasoit Blvd, Brockton

July

- 10** Business After Hours: 5:30 pm
Mandela Washington Fellows and Mayor's Summer Concert Series
Heights Crossing: 35 Christy's Place, Brockton

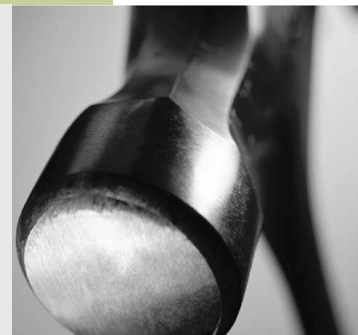
Impact.

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

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

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

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



METRO SOUTH
CHAMBER OF COMMERCE
*Leading Businesses.
Leading Communities.*

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

ACTION Report Volume 24 - Issue 5
(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.

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



UP-TO-DATE News

Members - send Good News to
estratton@metrosouthchamber.com

Sponsored by: Good Samaritan Medical Center

Exclusive Staples Discounts for Chamber Members

Members of the Metro South Chamber of Commerce have access to special partner discounts, 10% off in-store regularly priced purchases and 20% off Printing and Marketing Services, every time they shop in store. They can save on an assortment of products, from signage, to PPE, to business essentials, and more! Visit www.metroouthchamber.com/membership/savings/ to learn more.

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

- 5/9: Search Engine Optimization (SEO) for Beginners
- 5/10: China's Anti-Espionage Law One Year Later: Lessons Learned for U.S. Businesses Operating in China
- 5/16: Best Practices for AES Filing and Compliance
- 5/23: Energy and Water Efficiency in Food and Beverage Businesses
- 5/23: How Digital Marketing & Website Optimization Helps Your Business
- 5/30: Employment Law Updates
- 6/5: Tech Talks with Rob
- 6/6: How to Start a Business 101: The Basics
- 6/13: Use of the Cloud for Export-Controlled Tech Data: Trends, Tips

and Best Practices

- 6/20: How to Start a Business 101: The Basics
- 7/3: Tech Talks with Rob

Fuller Craft Museum presents "Chris Bathgate: The Machinist Sculptor" May 18 in Brockton



Chris Bathgate: The Machinist Sculptor presents the complex sculptures and technical drawings of Baltimore artist Chris Bathgate. A self-trained machinist, Bathgate views precision machining as an art form, with a career spent exploring ways in which digital technologies and studio craft can coexist. To create his sculptures, Bathgate utilizes handmade tools, automated milling and drilling machines, and meticulous handwork. Through his process-oriented approach, Bathgate investigates the tension points between aesthetic and utility, form

and function, and industrial and handmade, digital and analog. The Machinist Sculptor features over 50 works by Bathgate, ranging from handheld forms and large-scale sculptures to technical drawings and touchable objects. Fuller Craft Museum is delighted to present Bathgate's solo exhibition as a wonderful example of how computer-mediated fabrication may bridge the divide between art, craft, and industrial production in the Digital Age. Fuller Craft Museum is open Tuesday - Sunday, 10AM-5PM, and is located at 455 Oak Street in Brockton. Admission is free for everyone. Visit fullercraft.org to learn more.

Brockton Garden Club's Annual Plant Sale - May 18

The Brockton Garden Club will hold its annual plant sale on Saturday, May 18, 2024 beginning at 8:30 a.m. at the Brockton Parks Department, 45 Meadow Lane, (off Main Street heading south at the former site of the Campello swimming pool). Most of the plants are grown locally in our own gardens and include; new and old favorites, perennials, shrubs, herbs and house plants and all proceeds fund our city-wide civic projects. Remember the sale only lasts till 11:00 a.m. For more information feel free to contact Anne at 774-297-4939 or email Claire at clacla@aol.com.

Cultural Affairs and Tourism Meeting - May 9

Cultural Affairs and Tourism will hold their next meeting on Thursday, May 9, 2024 at 6:00 p.m. at North Baptist Church, 899 North Main Street in Brockton or you can join us on ZOOM. Come share what your group is doing and also what other activities and events are planned. These meetings are recorded and played on Brockton Community Access so everyone can hear about all the great things going on in our city. For more information please feel free to call Anne at 774-297-4939 or email her at ambeauregard@outlook.com

Randolph High Volunteer Opportunity - June 5

RANDOLPH HIGH SCHOOL CREDIT FOR LIFE FAIR IS LOOKING FOR VOLUNTEERS



WHERE

Bridgewater State College
Dunn Conference Center

WHEN

WEDNESDAY, JUNE 5, 2024
10 AM TO 1 PM

FOR MORE INFO

Contact: Kerrie Carrelas
carrelask@randolph.k12.ma.us

Health Care Matters

Sponsored by: Good Samaritan Medical Center

235 North Pearl Street, Brockton, MA 02301

508-427-3000

www.goodsamaritanmedical.org

EVERY 40 SECONDS, SOMEONE IN THE U.S. HAS A STROKE.

It could happen on your street, in your workplace, at a store where you shop — anywhere. Your readiness to spot the stroke warning signs and call 911 could save a life or make the difference between a full recovery and long-term disability. That's why it's so important to learn the stroke warning signs and urge everyone you know to do the same.

This year, during Stroke Awareness Month Good Samaritan Medical Center is

urging everyone to know the warning signs and symptoms to identify a stroke and the importance of taking F.A.S.T. action to help minimize any devastating effects.

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.

Steward Health Care is the largest private, physician-led health care network in the U.S., operating 37 hospitals and employing 42,000 health care professionals.

Good Samaritan Medical Center
A STEWARD FAMILY HOSPITAL



F.A.S.T. is how we come together to end stroke®

Learn the stroke warnings signs

F.A.S.T.

Face
Drooping

Arm
Weakness

Speech
Difficulty

Time to
Call 911

Secretary Jones at ATHENA Women's Leadership Award

Friday, June 13 | 12:00PM - 1:30PM | Massasoit Community College | 1 Massasoit Blvd, Brockton



On Friday, June 13 from 12:00pm - 1:45pm, 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, 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, register to attend, or for more information please contact Hannah McGuire at (508) 586-0500 x 231 or email events@metrosouthchamber.com. Nomination deadline: May 10th. Learn more online at metrosouthchamber.com/event/athena-leadership-award-luncheon-2024/.



Secretary Lauren Jones, MA Executive Office of Labor and Workforce Development



This year, the guest speaker is Secretary of Labor and Workforce Development, Lauren Jones. She brings nearly two decades of experience working in local and state government, non-profits, and the private sector, with a particular focus on workforce development. Prior to joining the Healey-Driscoll Administration, Jones served as Executive Vice President of the Massachusetts Business Roundtable and led the organization's workforce development policy and strategy. She previously led the Massachusetts market for the non-profit Apprenti, where she worked with companies to cultivate and diversify tech talent through registered apprenticeships.

She also created and led the Business Strategy Unit for Boston Mayor Marty Walsh's Office of Economic Development, supporting business attraction and employer engagement in the city of Boston. Prior to that, she held several roles in the Patrick-Murray Administration, including Communications Director for the Executive Office of Labor & Workforce Development, Policy & Communications Director for former Lieutenant Governor Tim Murray, and Senior Program Manager of the Economic Development Incentive Program in the Office of Business Development. Visit www.mass.gov/orgs/executive-office-of-labor-and-workforce-development to learn more.

Prior ATHENA Recipients

- 2023 Barbara Arena, Granite State Econ. Dev.
- 2022 Phyllis Ellis, Brockton Area NAACP
- 2021 Sheila Sullivan-Jardim, MassHire GBWB
- 2020 Nancy B. Gustafson, The Charity Guild
- 2019 Sharon Wolder, Brockton Public Schools
- 2018 June Saba-Maguire, Brockton Public Schools
- 2017 Diane Bell, Bridgewater State University
- 2016 Cheryl Oppen, School on Wheels
- 2015 Mary Waldron, Bridgewater State University

- 2014 Janet Trask, Brockton VA Hospital
- 2013 Kathleen Smith, Brockton Public Schools
- 2012 Ruth Bramson, Girl Scouts of Eastern MA
- 2011 Elaine Reiser, Brockton Area Multi-Services
- 2010 Anne DeMinico, St. Joseph Manor
- 2009 Sue Joss, Brockton Neighborhood Health Ctr
- 2008 Vanessa Tierny, Brockton Area Multi-Services
- 2007 Susan Szachowicz, Brockton High Principal
- 2006 Loretta Degrazio, East Coast Petroleum
- 2005 Marianne Wroble Cox, WXR 1460AM Radio

Leadership Metro South Applications Open Through May



This celebrated program originally established in 2016 by South Shore Bank and the South Shore Chamber selects participants from a pool of applicants and leads them through a year-long immersive learning curriculum,

resulting in a group of individuals who are committed to transformative leadership in our community. Over 100 highly motivated individuals have graduated from this program.

Existing and emerging leaders play a vital role in both the workplace and in our communities. It is important for them to understand the uniqueness of the region, and to learn to navigate and embrace the opportunities and challenges that come with it. Informed leaders make informed decisions to help build, define, and promote the region we call home.

This thought-provoking community leadership program examines regional challenges and opportunities through expert panel discussions, virtual and on-site visits, presentations, focus groups, interactive activities and other innovative, experiential activities. Visit metrosouthchamber.com/2024/04/leadership-metro-south-2024-2025/ to learn more and apply online.

Massachusetts' Outmigration Problem Webinar



Massachusetts has long been celebrated for its innovation, vibrant business environment, and economic prowess. However, recent trends in outmigration indicate that something big has changed.

A new study from Boston University—featured in The Boston Globe—presents the most in-depth analysis, detailing:

- Trends such as a stunning 1,100 percent increase in net outmigration,
 - Projections on the future of the state's net outmigration—which could reach 96,000 by 2030,
 - Impacts on state revenues, and
 - The largest drivers of outmigration, including income tax, housing costs, and costs of healthcare.
- Study slides available at pioneerinstitute.org/wp-content/uploads/4-24-24-BU-Outmigration-Study.pdf

5 Major Trends

- 1 Rate of outmigration is rising rapidly, impacting population, size and workforce composition
- 2 Growing exodus of prime age workforce and higher income earners
- 3 Outbound residents are moving mainly to 11 states with over half remaining in New England
- 4 Move-to states ranked significantly better in three drivers: lower income taxes, cost of housing and cost of healthcare
- 5 Net outmigration is costing MA billions of dollars in lost adjusted gross income & tax revenue

BOSTON UNIVERSITY Boston University Questrom School of Business BU Study - Massachusetts Outmigration April 24, 2024

Pioneer Institute invites you to a webinar on **Tuesday, May 21, at 2PM** to learn more about the troubling outmigration patterns in the Bay State—and what must be done to slow them. We are pleased to host Mark Williams, Master

Lecturer at Boston University's Questrom School of Business and author of the recent Massachusetts Outmigration Study, to share insights from his research on outmigration trends in the state and explore how policymakers in the Commonwealth can stem this problem to revive the state's economic and business competitiveness. **Register online: us02web.zoom.us/webinar/register/WN_9T1bFJRUS76Oy3h0tXtqQ#**

Mass Taxpayers Foundation and New Heights Charter School featured at Chamber Legislative Luncheon

METRO SOUTH
CHAMBER OF COMMERCE

Premier
Sponsor



NEW HEIGHTS
CHARTER SCHOOL
BROCKTON

In April, the chamber hosted an education & legislative focused luncheon featuring Mass Taxpayers Foundation President, Doug Howgate and New Heights Charter School Executive Director, Omari Walker, who sponsored the event.

Interviewed by chamber board member Sue Joss, Brockton Neighborhood Health Center, Omari Walker told the impressive story of New Heights Charter School (located at 1690 Main Street in Brockton) where over 50% of seniors are on track to graduate with an associates degree in addition to their high school diplomas.

MTF President, Howgate, gave an overview of the Affordable Homes Act, state fiscal & budget analysis, and a snapshot of demographic trends in Metro South. Slides from this presentation are available here.

Thank you to our Program Sponsor: New Heights Charter School. Photos courtesy of Rich Morgan Photography, visit metrosouthchamber.com/2024/05/mass-taxpayers-foundation-and-new-heights-charter-school-featured-at-chamber-legislative-luncheon/ to view slides and more photos.



Massachusetts
Taxpayers Foundation

Rich Hynes, Barbour Corporation; Senator Mike Brady; Doug Howgate, Massachusetts Taxpayers Foundation; Omari Walker, New Heights Charter School; Sue Joss, Brockton Neighborhood Health Center; Doug Smith, Stonehill College; and Chris Cooney, Metro South Chamber of Commerce.



Brockton Rotary Club



Brockton Area Transit Authority (BAT)



Cape Verdean Association of Brockton

A.I. Workshop Held at Chamber with Trish White



Trish White, Small Business Development Officer, NeighborWorks Housing Solutions

NeighborWorks Housing Solutions Small Business Development Officer, Trish White conducted a workshop at the Metro South Chamber, "Using Generative AI to Create Marketing Strategies". White posed the question, "how can small business owners use AI to create marketing strategies that help us better define our reach in the digital market space?" The workshop focused on utilizing new tools, understanding how people search for your business, and how to better make contact with your

customers. Want to host a workshop at the Chamber? Call Hannah McGuire at (508) 586-0500 x231 for assistance.

State-of-the-Art Child Care Center Opens in Randolph



Victoria Sopik, Founder, Kids & Company



Welcome to Randolph, Kids & Company! The brand new state-of-the-art child care center located at 647 North Main Street is currently one of three Metro South locations – Abington, Canton, and now Randolph! Kids & Company has invested \$2.5M into the new facility, boasting 11 classrooms that can accommodate 109 children, two outdoor playgrounds, new equipment and toys, plus plenty of on-site parking with two different street entrances.

"At Kids & Company, we use an emergent curriculum and learn-through-play philosophy. This means children are presented with learning opportunities in direct response to their individual interests and skills. Our children will be immersed in experiences that enhance language, literacy, a sense of music and rhythm, and socialization so that they may develop independence, confidence and a positive sense of self and the world around them.

At our Randolph location, children will be provided with a hot lunch and 3 snacks each day, catered by our in-house Kidco Kitchen. The Kidco Kitchen is founded on a fresh-from-scratch philosophy and our food contains no additives, preservatives, artificial flavors or colors."

Kids & Company was founded in 2002 by Victoria Sopik, a lifelong entrepreneur and mother of 8, and Jennifer Nashmi, a Chartered Accountant and mother of three. They founded Kids & Company when they, two working mothers of a combined 11 young children, could not find truly flexible child care options without a trade-off in quality of care. Their mission is to offer high quality flexible child care, and to continue to innovate in the child care space, to meet the ever-evolving needs of families.

Read the full press release and learn more at metrosouthchamber.com/2024/04/state-of-the-art-child-care-center-opens-in-randolph-kids-company/.



A Benefit Parents Need – Recruit and Retain Top Talent with Child Care Benefits in 2024. Kids & Company Offers Chance to Win Corporate Membership: Kids & Company has recently opened their 19th center in Massachusetts, a state-of-the-art child care center in Randolph! They look forward to offering local employers a solution to today's biggest challenge for working parents – accessing and affording high quality child care. They provide in-center child care on a

full or flexible part-time basis, along with emergency back-up child care and a range of other caregiving solutions. Their corporate membership program not only helps you to fulfill a crucial need in your employees' lives but also contributes to transforming your corporate culture, building loyalty, and retaining the top talent you worked hard to recruit. A chance to win a FREE corporate membership providing discounts and perks for your employees! Enter to win, contact Jessica Stapleton at jstapleton@kidsandcompany.com.

Leading Light Celebrates Behavioral Health Center on Riverside Ave in Campello, Brockton



Photos courtesy of Rich Morgan Photography

Leading Light Behavioral Health has opened a new facility located at 19 Riverside Avenue in Brockton's Campello Neighborhood. We were joined by Mayor of Brockton Bob Sullivan, Senator Walter Timilty, and Senator Mike Brady's Office as we gathered to welcome this much needed service to the community. Services offered at LLBH include cognitive behavioral therapy, counseling for anxiety, trauma, depression, substance use and addiction, and grief and bereavement; as well as couples counseling, EMDR (eye movement desensitization and reprocessing), medication management, telehealth, workshops, and support groups.

Visit the blog post, [metroouthchamber.com/2024/04/leading-light-celebrates-behavioral-health-center-on-riverside-ave-in-brockton](https://www.metroouthchamber.com/2024/04/leading-light-celebrates-behavioral-health-center-on-riverside-ave-in-brockton) to read the full story and view more photos!

Area Chambers Convene for Mega-Networking Session in Plainville, Strengthening Connections and Expanding Regional Collaboration Across 45+ Towns



Photos courtesy of Heller Photography

Chamber Ambassador Felicity Sepulveda, Cape Verdean Association of Brockton; Emma Penardi, Cathryn Schofield, and Hannah McGuire, Metro South Chamber Staff; and Chamber Ambassador Corie Blain, South Shore Bank.

In April, five area Chambers including Metro South, Tri-Town, Cranberry Country, Neponset River Regional, and United Regional Chambers gathered at Plainridge Park Casino to grow and strengthen their business connections with multi-chamber mega-networking! Visit [metroouthchamber.com/2024/04/area-chambers-convene-for-mega-networking-session-in-plainville-strengthening-connections-and-expanding-regional-collaboration/](https://www.metroouthchamber.com/2024/04/area-chambers-convene-for-mega-networking-session-in-plainville-strengthening-connections-and-expanding-regional-collaboration/) to read the full story and view more photos!

DCAMM Contractor Certification Workshop - May 22



Wednesday, May 22 from 11AM-1PM at the Metro South Chamber of Commerce, first floor conference room, 60 School Street in Brockton.

This program will cover the DCAMM Certification Online Application requirements and the process for becoming certified as a Prime Contractor, a Small Prime Contractor and a Filed Sub-Bidder for those parties interested in bidding on M.G.L. Chapter 149 and 149A vertical building construction work in the Commonwealth.

Contractor Certification is responsible for promoting equality of opportunity in state construction contracting and encouraging full participation of minority and women owned businesses in all areas including contracts for construction.

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



The Metro South Chamber is a proud annual supporter of this event and encourages area businesses in construction related industries to participate. Help build our future workforce! Contact info below

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

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

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

The power of knowing you are doing things right.

LOCALiQ
PART OF THE USA TODAY NETWORK

localiq.com

11th Annual Meeting, Save the Date! November 20

Email events@metrosouthchamber.com to reserve your expo booth and seats!

**11th ANNUAL
meeting**

November 20, 2024



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

South Eastern Economic Development Workshop



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 or email Jessica Mello at jmello@seedcorp.com

Title: Lunch & Learn with Eastern Bank: Borrowing Basics

Date: 5/23/2024

Time: 11:30AM

Fee: Free

Location: West End Grill, 63 Mazzeo Drive, Randolph

Description: Eastern Bank and SEED Corporation are partnering to host a Lunch & Learn for business owners and aspiring entrepreneurs. During this free, in-person session, participants will learn the fundamentals of financing a small business, what lenders look for in a loan application, and the funding programs available to start-up and existing businesses. Topics will include the Six C's of Credit, traditional vs. non-traditional lending requirements, and SBA loan programs. The program will also cover what to include in a business plan as well as other necessary documentation to prepare for when seeking financing. Attendees will be provided with a business plan guide as well as financial tracking and projection templates.

SEED Corp. Offers Micro and Small Loan Programs



- **Micro & Small Loans** up to \$350,000
- Interest rates: 6-7%
- Loan Term: up to 10 years
- No prepayment penalty

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

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

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!



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...

May 14: *How to Write a One-Page Business Plan: A Step-by-Step Guide*

May 16: *How to Create a LinkedIn B2B Marketing Strategy for Your Business*

May 22: *Google Analytics for Small Businesses - How to Improve Your Web Traffic*

May 30: *How to Create a Marketing Plan for your Small Business*

June 11: *The One-Page Business Plan: Kickstart Your Launch*

June 13: *How to Start a Business that Lasts - 5 Important Business Lessons*

Welcome New MSCC Event Coordinator, Hannah McGuire



Hannah McGuire, Programs & Events Coordinator, Metro South Chamber of Commerce

The Metro South Chamber is pleased to announce the addition of Hannah McGuire in the role of Programs & Events Coordinator! In this role, Hannah will be responsible for all Chamber programs and events. This includes the monthly Business After Hours and Good Day Metro South luncheons as well as the Legislative Reception, Small Business & Entrepreneur Awards, ATHENA Program, and the Chamber's Annual Meeting and Business Expo.

Hannah will also be responsible for maintaining member relationships and assisting members with accessing benefits to help their business or organization grow and succeed.

Hannah is a magna cum laude graduate of Hofstra University, where she earned an MBA in Marketing, and a Bachelors of Business Administration, Marketing with a minor in Business Design. Prior to joining the Chamber Hannah worked as a marketing manager for Executive Marine Sales and Services, a communications assistant at Hofstra University, as well as various freelance marketing gigs. She spends her free time volunteering at Lighthouse Animal Shelter in New Bedford. You can reach Hannah at events@metrosouthchamber.com or call (508) 586-0500 x231 for any event assistance.

Now Hiring: Membership 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! Apply online: [indeed.com/viewjob?jk=75b23c226972d5de](https://www.indeed.com/viewjob?jk=75b23c226972d5de) or 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.

Organization Overview: 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.

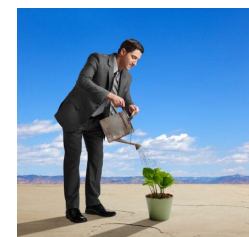
This is an excellent opportunity to invite businesses to join and engage in the chamber community by strengthening local ties in Brockton and beyond, while gaining a deep understanding of regional economic progress and the competitive developing future of the Metro South region.

3 Part Biz Growth Essentials Workshop Series, Brockton

Growing your business is no simple task. Learning how to access capital, identifying the ideal customer and how to reach them through digital marketing is critical in today's business environment. Let us help you develop plans to overcome potential challenges that might be inhibiting the growth of your business. If you have been in business for at least 2 years, come join us for a 3-part workshop series at the Metro South Chamber of Commerce in Brockton. **All sessions are free and will be held from 5:30-7:30pm. Register: [metrosouthchamber.com/event/business-growth-essentials-workshop-series](https://www.metroouthchamber.com/event/business-growth-essentials-workshop-series)**

- **May 13:** Access to Capital
- Eastern Bank Equity Alliance for Business Initiative
- Financial Planning Concepts

- **May 21:** Identify Your Customer and Develop Your Sales Strategy
- **June 3:** Successful Digital Marketing Tools and Techniques



LAST CALL FOR ADS AND BIZ LISTING UPDATES



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

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	8.5" x 11"	\$2,619
Inside Back Cover	8.5" x 11"	\$2,619
Back Cover	8.5" x 11"	\$3,354
Your Business Logo on the Front Cover, Plus Full Page Ad Inside	8.5" x 11"	\$4,14

Workforce Training Fund Program, Free Workshop May 9



Commonwealth Corporation Training Fund Program Information Session

THURSDAY, MAY 9, 12:00PM-1:00PM | VIRTUAL

INVEST IN YOUR EMPLOYEES' SKILLS & YOUR BUSINESS' FUTURE!

The Workforce Training Fund Program helps address business productivity and competitiveness by providing resources to Massachusetts businesses to fund training for current

and newly hired employees. To learn more about the Training Fund's Express Program and how your business can get funding for training employees, visit commcorp.org/header_program/workforce-training-fund-program.

Join Fernando Martinez, Associate Director of Workforce Training Fund at Commonwealth Corporation, on **Thursday, May 9 at 12PM** for a virtual information session on the Training Fund's Express Program. Learn how this program helps organizations fund employee training, as well as ways your business can get involved. This workshop is FREE, but requires pre-registration. Sign up here: bostonchamber.com/events/commonwealth-corporation-training-fund-program-information-session

Commonwealth Corporation is a quasi-public agency responsible for delivering a wide range of publicly and privately funded programs, including Small Business Strong, the leading technical assistance initiative that revitalizes and fortifies small businesses through pro-bono resources. To learn more, visit commcorp.org and/or smallbstrong.com

Father Bill's & MainSpring names new Board Leadership



Father Bill's & MainSpring (FBMS), a regional leader in providing services to prevent and end homelessness, has appointed new leadership on its Board of Directors. In its first meeting of 2024, the Board named Al Becker, Jack Conway's President and Chief Operating Officer, as its Chair; David Arnold, Blue Cross Blue Shield of Massachusetts' Vice President of Total Rewards and HR Operations, as its Vice Chair; and Corey Anne Beach, The New York Times' Director of Program Management, Audio, as its Secretary.

FBMS, which serves 41 cities and towns on the South Shore and across Southern Massachusetts, is a non-profit that provides emergency shelter, supportive services, homelessness prevention programs, workforce development, and more than 700 permanent supportive housing units for individuals, families, and Veterans facing a housing crisis.

As the governing body of FBMS, the 18-member volunteer Board develops the organization's strategic plan, provides financial oversight, ensures legal compliance, and serves as ambassadors for the agency's mission, among other responsibilities. Becker is the third Board Chair since the Quincy Interfaith Sheltering Coalition, known as Father Bill's Place, merged with the MainSpring Coalition for the Homeless in Brockton to become FBMS in 2007.

"We are very excited that Al, Dave, and Corey will be leading FBMS at an important time for our mission," said FBMS President & CEO John Yazwinski. "Though they work in vastly different fields, all three are creative, compassionate, and forward-thinking leaders who are committed to pursuing evidence-based solutions that prioritize people and organizational sustainability."

In November 2023, the agency opened the Yawkey Housing Resource Center (HRC) in Quincy, comprised of a day center, an emergency shelter,

RENEWING Members!

Thank you!

AccuRounds
Adult & Teen Challenge MA
Affordable Cleaning Solutions, Inc.
B C Tent & Awning Company, Inc.
B.N. Yanow Company
Banner Environmental Services Inc.
Beacon Telecom, Inc.
Boys and Girls Club of Brockton, Inc.
Brent Warren Law, LLC
Bridgewater Credit Union, a Division of Merrimack Valley Credit
Brockton Housing Authority
Celia Insurance Agency, Inc.
Congressman Stephen Lynch
Duval's Pharmacy Inc.
ECO Recycling Systems, Inc.
Evans Machine Company, Inc.
Father Bill's and MainSpring
Fitzgerald Appraisals
Maplewood Country Day Camp & Enrichment Center
MassDevelopment
Montello Heel Manufacturing, Inc.
New England Baling Wire, Inc.

New Vision Enterprises
Old Colony YMCA
Old Town Real Estate LLC
Paramount Rug Company, Inc.
Paul E Saperstein Company, Inc.
R.E. Lyons & Son Fire Equipment
R.F. D'Agostino Insurance Agency
Ranfac Corp
Rexa, Inc.
Rockland Trust Company
SCU Credit Union
South Shore Staffing
Southeastern Oral & Maxillofacial Surgeons
Southeastern Regional School District
Spilldam Environmental, Inc.
Standard Modern Company, Inc.
Super 8 Metro South
The Children's Museum Easton
University of Massachusetts Boston
Victory Human Services
Wainwright Law Office, P.C.
WATD 95.9FM
Westfield Child Center

WELCOME New Members!

Reinvesting in Our Community

Kids & Company

Jessica Stapelton
647 North Main Street
Randolph, MA 02368
(416) 574-7155
kidsandcompany.com
Child Care

Sother Divine Care, LLC

Jorane Joseph
630 Park Street, Suite 208
Stoughton, MA 02072
(508) 859-6119
sotherdivinecare.com
Home Health Care

South Shore Staffing

Lisa Corrigan
12 Forge Pond
Canton, MA 02021
(781) 575-0500
southshorestaffing.com
Employment

Children Across America

Ray Fellows
9C Medway Road, Suite 208
Milford, MA 01757
(508) 933-8915
childrenacrossamerica.org
Non-Profit

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

and 30 efficiency apartments. The day center — a new offering for FBMS and a key part of its strategic plan — provides wraparound supports, re-housing assistance, and co-located programs designed to reduce the overall reliance on overnight shelter among individual adults facing a housing crisis.

The HRC model, which FBMS is replicating with a new development under construction in Brockton, has been hailed by community leaders as a national model in the fight to end homelessness. For more information, visit www.helpfbms.org.

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 www.eastbridgewaterbiz.com for more information.



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



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



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

Small Business Resource; We Speak Portuguese!



Theresa Lobo-Albin, Small Business Assistance



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

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

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

Counselors.

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

Federal, State, and Regional Resources for Businesses



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

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

Center for Women & Enterprise
Contact: 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: Shellu Gillis
(617) 565-5590

Gather Health Primary Care



205 Parkingway, Quincy
(931) 302-0254 • www.gatherhealth.com

Gather Health offers primary care with social and home-based support for the communities that need them most. Our approach ensures older adults feel supported to thrive every day. Gather Health brings holistic primary care back to the neighborhood. We work with residents, local leaders, and clinicians to develop care that's crafted for the communities we serve. Started by physicians and healthcare leaders with decades of experience in bringing remarkable care back to the community, we believe every person deserves to have a full team of local advocates helping them to manage their health.

Kids & Company



647 North Main Street, Randolph
(416) 574-7155 • www.kidsandcompany.com

Kids & Company is a leader in early childhood education, operating over 150 child care locations across North America. For more than 20 years, we've provided nurturing and stimulating environments where children develop independence, confidence, and a positive sense of self and the world around them. Our unique curriculum and student-led approach to discovery immerses children in experiences that enhance language, literacy, a sense of music and rhythm, movement, artistry and socialization. Through play, all areas of development are fostered.

Sother Divine Care, LLC



630 Park Street, Suite 208, Stoughton
(508) 859-6119 • www.sotherdivinecare.com

Our goal is to enrich the quality of life for adults needing social and health services. We believe in creating a team of caring professionals who aim to care for and support our participants. We strive to create strong partnerships with participants, their families, and our workers.

At Sother Divine Care, LLC, we provide reliable and affordable home care services to clients in Massachusetts. We can aid you with assistance with ADLs assistance.

South Shore Staffing



12 Forge Pond, Canton
(781) 575-0500 • www.southshorestaffing.com

While technology continues to make the world a smaller place, the reality in the staffing industry is that quality comes from exceptional service. It's about knowing your customers. It's about going the extra mile. It's about building personal relationships. South Shore Staffing is a two-time woman-owned business dedicated to excellence, inclusivity, and opportunity. For over two decades, SSS has provided personalized employment services to businesses in Southeastern Massachusetts. Headquartered in Canton Center, our team has over 50 years of combined industry experience in temporary and direct hire placement for companies of all sizes.

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*

May 10

33rd Annual Small Business & Entrepreneur Awards

12:00PM

Thorny Lea Golf Club
159 Torrey Street, Brockton

Guest speaker: Josh Peach, Be Au Sm (be awesome).
Small Biz of the Year: Medella Dental
Entrepreneur of the Year: BinStar

Register: metrosouthchamber.com/events

May 22

DCAMM Contractor Certification

11:00AM

Metro South Chamber of Commerce, 2nd Floor
60 School Street, Brockton

This program will cover the DCAMM Certification Online Application requirements and the process for becoming certified as a Prime Contractor, a Small Prime Contractor and a Filed Sub-Bidder for those parties interested in bidding on M.G.L. Chapter 149 and 149A vertical building construction work in the Commonwealth.

Register: metrosouthchamber.com/events

June 13

26th Annual ATHENA Women's Leadership Award

12:00PM

Massasoit Community College
1 Massasoit Blvd, Brockton

Guest speaker: Secretary Lauren Jones, MA Executive Office of Labor & Workforce Development

Register: metrosouthchamber.com/events

July 10

Business After Hours w/Mandela Washington Fellows and Mayor's Summer Concert Series

5:30PM

Heights Crossing
35 Christy's Place, Brockton

Join us for an evening of networking with live music and special guests, Mandela Washington Fellows

Register: metrosouthchamber.com/events