

Business Development Committee

May 2019

12:00 – 1:00 (lunch available)

AHEAD, LLC

270 Samuel Barnet Blvd. New Bedford, MA  02745

1. Call to Order time - Rick
2. Announcements - TBD

1. Consent Agenda - Rick
   * Approve minutes of March 20 , 2019
2. MassHire Monday update – Jim
3. Foundation Search Membership – Jim - <http://www.foundationsearch.com/>

* Foundation Search is the most robust, automated and integrated, in-house platform
* Funding Solution Proposal
* Double-Digit ROI
* Foundation Grants in Massachusetts: Average grant is over $67K for community development
* 1 average grant x 5 years yields over 37-fold ROI

1. Employer Reports from the MassHire Career Center Business Service Representatives (BSR)
   * With how many are currently working?
   * What is our outreach procedure to new employers?
   * Why don’t employers work with the MHCC
2. MassHire BizWorks – Donna <https://www.mass.gov/masshire-bizworks>
   * Booklet for presenter i.e. BSR and WDB staff (deeper dive into needs)
   * Card of Services for employers
3. Other Business
   * Linked In - no follow-up since last meeting
   * Schedule for subsequent meetings – please save the dates on your calendars
     + Wednesday July 16 @ Ahead
     + Tuesday September 10 @ Ahead
     + Tuesday November 13 @ Ahead
     + Tuesday January 14 @ Ahead
4. Adjourn time - Rick