



GREATER NEW BEDFORD WORKFORCE BOARD

Business Development Committee
May 20, 2019 12:00 – 1:00
AHEAD, LLC
270 Samuel Barnett Blvd. New Bedford, MA 02745

MINUTES

Attendance: R. Kidder, J. Daniels, J. Fernandes A. Broholm. Absent: A. Wainer, A. Johnston, J. Fernandes

Staff: D. Ramos, J. Oliveira. D Meggison

Call to Order:

R. Kidder called the meeting to order at 12:12 PM

Announcements:

- Rick Kidder reminded everyone about the Women's Forum that the Chamber is hosting tomorrow (5/21/19) at the Rosebrook Event Center in Wareham.

Consent Agenda:

R. Kidder asked for a motion to approve minutes of March 20, 2019. A. Broholm made the motion, J. Daniels seconded. No discussion. All approved neither nays nor abstentions.

MassHire Monday: J. Oliveira provided an update: the first spot has occurred and discussed money available for training, specifically for un/underemployed workers. J. Daniels also contributed that there are 18 or 19 ITA's in the pipeline.

Foundation Search Membership: R. Kidder/J Oliveira

Foundation Search is a robust, automated and integrated in-house platform that can be used to search for non-government funding sources. It uses sophisticated algorithms to calculate find the best prospects to fund your projects as well as recommended ask amounts. The committee is recommending to the Board to approve an expenditure of \$8995 contingent upon the availability of funds. This would purchase a license for two (2) individuals for the next five (5) years. Rick Kidder made the motion, J. Daniels seconded.

Employer Reports from the MassHire Career Center Business Service Representatives (BSR's)

J. Daniels: There are three (3) currently working at the CC, down from four (4) as one (1) has been absorbed into the ATR program full-time. He has requested to backfill the position and at this time he has not heard anything from The WorkPlace. There currently are no formalized follow up systems nor are there required to be so Jim Daniels is working with The WorkPlace on

implementing those systems, A. Broholm suggested the BSR's need to move from a position of being 'reactive' to 'proactive'. The remainder of the group in attendance concurred and suggested metrics to measure the number of new visits BSR's make each month with a goal of ten (10) or something similar.

MassHire Biz-Works:

D. Ramos passed out updated copies of the Bizworks booklet the BSR and WDB staff should be completely familiar with and the highlighted the card they should be leaving with the employers they are meeting with to discuss the services that MassHire can provide. An electronic copy can be found here: <https://www.mass.gov/masshire-bizworks>

Other Business:

Linked In – D Meggison shared that we now have a linked in page
<https://www.linkedin.com/company/masshire-greater-new-bedford-workforce-board/about/>

Upcoming Business Development Committee Meetings – please save the dates on your calendars

- Wednesday, July 17 @ Ahead
- Tuesday, September 10 @ Ahead
- Tuesday, November 12 @ Ahead
- Tuesday, January 14 @ Ahead

Next Board of Directors Meeting – June 20th, 2019 7:30 AM – 9:00 AM at The Wamsutta Club.

Adjourn:

R. Kidder made a motion to adjourn at 1:00 PM.