

Business Development Committee Minutes of July 17, 2019

Attendance: R. Kidder, J. Daniels, A. Johnston. **Absent:** A. Wainer (traveling), J. Fernandes A. Broholm (traveling) J. Fernandes - Staff: D. Ramos, J. Oliveira. D. Meggison. **Guests:** E. Perry, B. Costa, K. Silvia, K. Pacheco.

Call to Order time by Rick @ 12:05. Rick welcomed our guests— Kasey Silvia and Kristen Pacheco from WBSM

Consent Agenda - Rick

- Approve minutes of May 20, 2019. Motion to accept the minutes by J. Daniels and seconded by Angela

MassHire Monday update – Jim updates – ppt handout

- Kasey and Kristen presented a ppt showing the hits that we get with Monday morning usually done by J. Oliveira. The discussion ensued with James Daniels sharing all the ideas and information that his staff could present to educate the general population as to what the MHCC center can offer and assist job seekers with employment thereby getting the best bang for our buck. The MHCC will provide a schedule ahead of time at least a week before the broadcast that way it can be live with info simultaneously. General consensus is that we would target job seekers 75% and employers 25%. We also discussed linkages to our social media i.e. FB and Twitter. We discussed the possibility of success stories and actual candidates, hence live speakers and galleries attract more potential clients. A proposal of another 6 months is before us. The offer is under advisement. Need to follow-up with our CFO. Rick made a motion to accept and James seconded it. We will bring before the ex-comm committee members tomorrow.

Foundation Search Membership – Jim - <http://www.foundationsearch.com/>

- Update Executive and Board voting
- Umass Dartmouth grant link – John Fernandes

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

- Updates on progress of the BSR – James Daniels and Beth Costa
 - James opened up the conversation of what the BSRs have been tasked with now being headed up by B. Costa. Beth shared her plan of how she's been working with both state and non-state staff to do more cold calling to increase the outreach to employers. Beth shared how she is tracking and how she will continue to keep us abreast of the ongoing efforts and progress. A Business Service Unit Report was provided to the committee that recapped how the BSU is in high gear. Noted was that in the past two months they increased their performance #s for repeat customers by 74% and new employers by 18% and referrals by 44%.

Local Plan – labor exchange and training goals

- Jim Oliveira shared copied of the first draft of the local plan. Jim, Donna and Beth worked together to put numbers together more effort of course coming from the Crystal reports that Beth pulls. Lots of discussion on how we arrived at certain numbers was helpful to understand the carry-in #'s. The committee reviewed and discussed so that we could get the first draft in front of ex-comm the following day. Rick questioned the numbers in UI and the wage #s. A motion was made by James Daniels to accept the draft and Angela seconded the motion.

Workforce Board Off-Shore Wind Position Plan – Jim shared how he views the workforce board's part as we move ahead with OSW. We see it to be a segment of the Maritime sector which won't be an end all.

Other Business

- Schedule for subsequent meetings – please save the dates on your calendars
 - Tuesday September 10 @ Ahead
 - Wednesday November 13 @ Ahead
 - Tuesday January 14 @ Ahead

Adjourn time – by Rick at 1:13