

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
3. Consent Agenda - Rick
  - Approve minutes of March 20 , 2019
4. MassHire Monday update – Jim
5. 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
6. 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
7. 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
8. 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
9. Adjourn time - Rick