

**Business Development Committee Meeting Minutes – CB 12 Manhattan**  
**March 7<sup>th</sup>, 2017 – 7pm**

Attendance: Jonathan Reyes, Chair; Jason Compton; Obie Bing, Pamela Palanque-North, Glennis Aquino, Jennifer Chung, Bruce Robertson

Absent: Rud Morales, Angelina Ramirez,

**Meeting called to order at 7:10 pm by Jonathan Reyes**

- **Welcome/Opening Remarks from Jonathan Reyes, Chair**

New Business

- Business Enterprise Initiatives
  - Presentation by Melissa Martinez and NYC Business Solutions Representatives regarding the resources and services they offer merchants in the community.
  - Ms. Martinez expressed a desire for CB12M to support the NYC Business Solutions group with outreach to the community.
  - Collaboration effort wherein the BD Committee will do the outreach and NYC Business Solutions will present on Improving Credit and Accessing Financing for merchants and members of the community.
  
- 2420 Amsterdam Avenue Hotel – Hiring Process
  - Chair Jonathan Reyes has maintained conversation with Katharine Pichardo-Erskine regarding the committee’s oversight efforts with the hotel on 181<sup>st</sup>.
  - Pending questions to be answered by the MirRam or YoungWoo group(s)
    1. How many jobs do they expect to create pre and post constructions? (What levels of training will be offered, if any?)
    2. Will the YoungWoo group be contracting out for management of the project pre and post construction? (If so, what leverage will the YoungWoo have when it comes to determining the management agencies hiring practices?)
    3. Please provide a detailed timeline for construction.

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- **Response from MirRam group** (representing the YoungWoo group)
  1. As YoungWoo has done in other similar ventures – they are involved in every step of management of the project. Specifically regarding Young Woo's plans to hire/recruit locally, targeting MWBE's in the district - we anticipate robust participation by the local community as we've had in similar projects like the Bronx Post Office building.
  2. Attached you will find letter of commitment which was included in the board resolution and letter from the hotel operator (Filament) regarding training.
  3. The construction timeline will be about two years.
- **Resources and Job's Fair**
  - Presentation by Executive Director of the Washington Heights Chamber of Commerce.
  - Opening conversations regarding a collaboration effort on a Resources and Job's Fair for the community.
  - Date and location to be determined.
  - Chair Jonathan Reyes will be reaching out our partners at Workforce1 for interview and resume building component to the Fair.

Old Business

- **Small Business Recognition**
  - The Committee would like to recognize the small businesses in the community that have continuously displayed outstanding professionalism and positively contribute to stature of our community district.
  - Criteria for recognition:

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- Gives back to the community.
- Consistently compliant with rules, regulations and stipulations.
- Hires locally.
- Fill in ballots will be handed out at the General Body Meeting
- Discussion as to whether the recognition selection process should be held at the committee level.
- Top three Businesses will be recognized at the following General Body Meeting.
- Recognition should include certificate and free social media advertisement on the CB12M Website, Twitter/Instagram for one month until the next round of businesses are selected.
- **Business Development Mission Statement**
  - Revisit and reassess the mission and scope of the business development to reflect the needs of our district and businesses.
- **Meeting adjourned at 9:00 pm**