

**Minutes of the Economic Development Committee for Bronx Community Board 8
Tuesday, December 6, 2022; In-person meeting held at the Bronx Burger House;
5816 Mosholu Avenue, 10471**

Committee members in attendance: Nick Fazio (chair), Constance Barnes-Watson, Rhashida Hilliard

Guests: Lawrence Fauntleroy (Lehman College), Jessica Brewington (Quiick Briick, Inc), Miquel Matos (Bronx Chamber of Commerce) Residents: The Sheriff, Laura Lavine-Pinedo, Curtis Brewington

7:40 meeting called to order

- I. Presentation by Lawrence Fauntleroy, Director of Experiential Learning at Lehman College, The Blackstone Launchpad: Mr. Fauntleroy discussed the "Upscaling for All" program at Lehman College (<https://www.lehmanupskilling.org/>). Lehman College launched the program in 2021, intending to fill the void left by the discontinuation of adult and continuing education programs at Baruch College and John Jay. The program is grant-funded through the BNY Mellon Foundation, which worked with Lehman College and the private sector to develop core curriculum courses that include: Data Analysis, Healthcare Management, Project Management, and Construction, and Practical Applications of H.R., Social Media Marketing, and Cybersecurity for Businesses. Please see the attached presentation for additional information regarding program outcomes, community impact, and the like.
 - A. The Economic Development Committee (the Committee) and attendees discussed Upscaling for All's future and how it could increase its impact on the community. Mr. Fauntleroy discussed adult learners' impact on the local economy and the significant wage increases for students of continuing education programs focusing on hard skills with practical applications. Rhashida Hilliard suggested that Upscaling for All connect with high schools to attract more young adult students to the program. Mr. Fauntleroy conveyed that Lehman's program was well-suited for young community residents, especially if they are apprehensive about investing in a four-year degree. In the Upscaling for All program, adult and young adult students can enroll in the program as non-credit continuing education. However, if they later decide to matriculate, Lehman will accept credits towards a four-year business-related degree. N. Fazio pointed out that the flexibility of the program is unique and makes it even more attractive and beneficial to community-based students. Miguel Matos suggested that Mr. Fauntleroy connects with Mosholu Montefiore Community Center

(<https://www.mmcc.org/>). According to Mr. Matos, MMCC has a restaurant business training program, and some students might be interested in taking courses in the Upscaling program.

II. Small Business Owner's Report: Jessica Brewington, CEO of Quiick Briick, Inc., presented the start-up's vision and business plan. Ms. Brewington stated that she has a background in chemistry and worked for a local construction firm. After being laid off during her pregnancy, Ms. Brewington enrolled in Lehman College's adult education business program and started Quiick Briick Inc, which designs various types of building and construction materials from plastics and other recycled waste, such as rubber. Ms. Brewington's staff at Quiick Briick includes local entrepreneurs with multiple specializations, including chemical engineering, construction, architecture, and design. They have patents pending on their products and 3-D prototypes that they currently showcase at trade shows. Quiick Briick's short-term goal is to obtain additional capital to build more physical prototypes and begin to market their designs to potential large-scale producers of construction materials.

A. Committee members and guests discussed some potential start-up strategies for Quiick Briick Inc. and how Ms. Brewington can raise capital for her firm. N. Fazio asked if they considered crowdfunding and suggested that Quiick Briick Inc. look into how K.D. New York is attempting to bring more manufacturing to the Bronx (<https://kdnewyork.com/pages/bronx-move>). Ms. Brewington indicated that Quiick Briick was looking into Maintenance Repair Facility (MFR) locations to be closer to the supply of plastic waste and other recyclable products. However, they might be interested in looking into a Bronx-based production facility. Mr. Fauntleroy indicated that, given Quiick Briick's high capital needs, they should prepare for Tech Stars (<https://www.techstars.com/>) and design their pitch decks for high-net-worth individuals, capital syndicates, and other professional investors. Mr. Fauntleroy will connect Ms. Brewington with Clarence Stanley at the Bronx Small Business Development Center (SBDC), who has a connection with Tech Stars, regarding Quiick Briick's participation. Miquel Matos suggested that Ms. Brewington connect with the Empire State Development Corporation (ESD) through their Entrepreneurship Navigator (<https://esd.ny.gov/entrepreneurship-navigator>) and also look into NYC's Manufacturing Assistance Grant Program: (<https://www.nyc.gov/nycbusiness/description/manufacturing-assistance-program>). Additionally, Mr. Matos pointed out that there are enhanced incentives for manufacturing and design industry start-ups through ESD: <https://esd.ny.gov/ssbci>.

III. Chair's Report: Nick Fazio announced that the Economic Development Committee would conduct a walkthrough of the commercial corridor along West 238th Street and Broadway to Bailey Avenue on Friday, December 9, from 3:30 to 5 PM. The Bronx DA's office asked to participate in the walkthrough to inform merchants about the Bronx Community Assistance Mapping System (CAMS) program (bronxcams@bronxda.nyc.gov). N. Fazio stated that the Committee would do whatever it could to promote the safety of merchants, their patrons, and Community District 8's

(CD 8) neighborhoods. He thanked CB 8's Public Safety Committee for bringing up the topic of organized retail crime and thanked Public Safety Committee chair Ed Green for producing a fact sheet regarding NYPD's Paid Detail Program (https://www.nyc.gov/html/nypd/downloads/pdf/public_information/nypd-258_paid_details_2016-06-16.pdf). Fazio announced the Committee's intention to share the information with merchants during the walkthrough on December 9. Fazio offered condolences and expressed gratitude to the former proprietors of Blue Bay Diner, the Katechis Family, for serving the community for so many years. He reminded committee members and attendees that the City does provide commercial lease support services through the Commercial Lease Assistance Program (<https://www.nyc.gov/nycbusiness/article/commercial-lease-assistance-program>). Community Board 8 also has a good relationship with a lawyer from the Legal Aid Society of NYC (<https://legalaidnyc.org/>) who specializes in commercial leases. Businesses with questions or concerns about their rights and responsibilities should reach out to the board office or a member of the Committee. In addition, N. Fazio conveyed that he spoke with several merchants on Johnson Avenue regarding their current leases and their respective relationships with their landlords. The merchants assured Chair Fazio that they would contact the board office should they encounter any difficulties. Lastly, N. Fazio encouraged attendees to go to one of CD 8's commercial corridors and support the local economy by enjoying a night out at one of its local, family-owned establishments.

IV. Outstanding Business/ New Business – None

V. Approval of Minutes – Tabled

VI. 8:55 PM: Meeting Adjourned

Respectfully submitted on Wednesday, December 14, 2022

Nicholas Fazio



UPSKILLING FOR ALL



LEHMAN
COLLEGE

UPSKILLING

Sometimes interchangeable with reskilling, which is the process of learning entirely different skills to meet the demands of a new job or adding to existing skills to reflect the shifting needs of an employer or the job market.

UPSKILLING OVERVIEW



Nine CUNY Colleges awarded funds from the BNY Mellon Foundation Upskilling Grant.



Data must be collected as part of the application process to track job outcomes, and career movement.

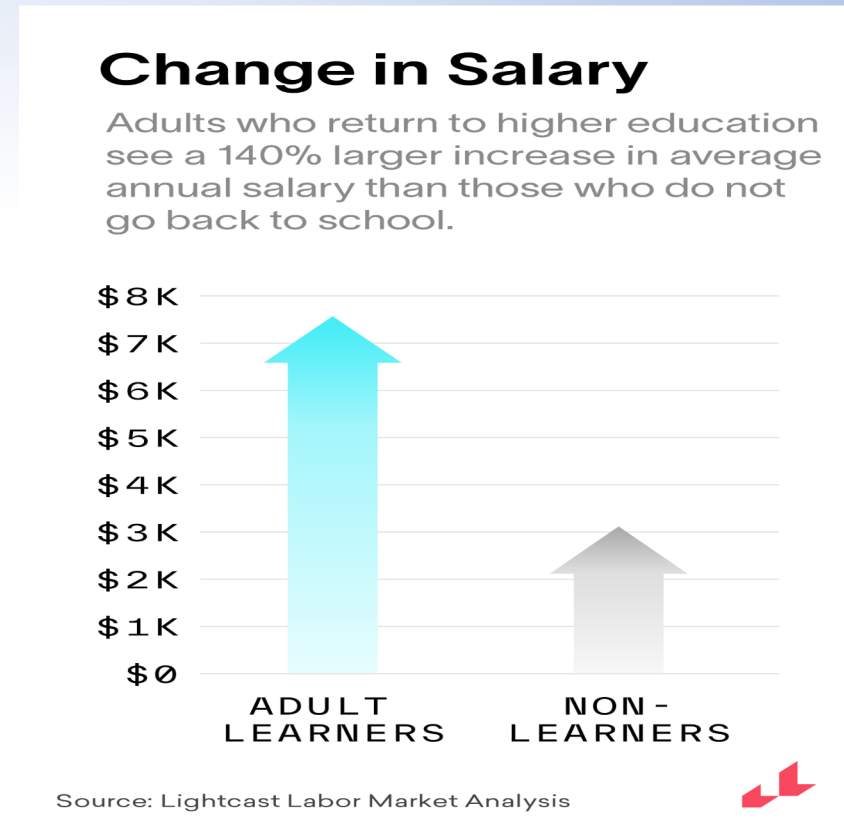
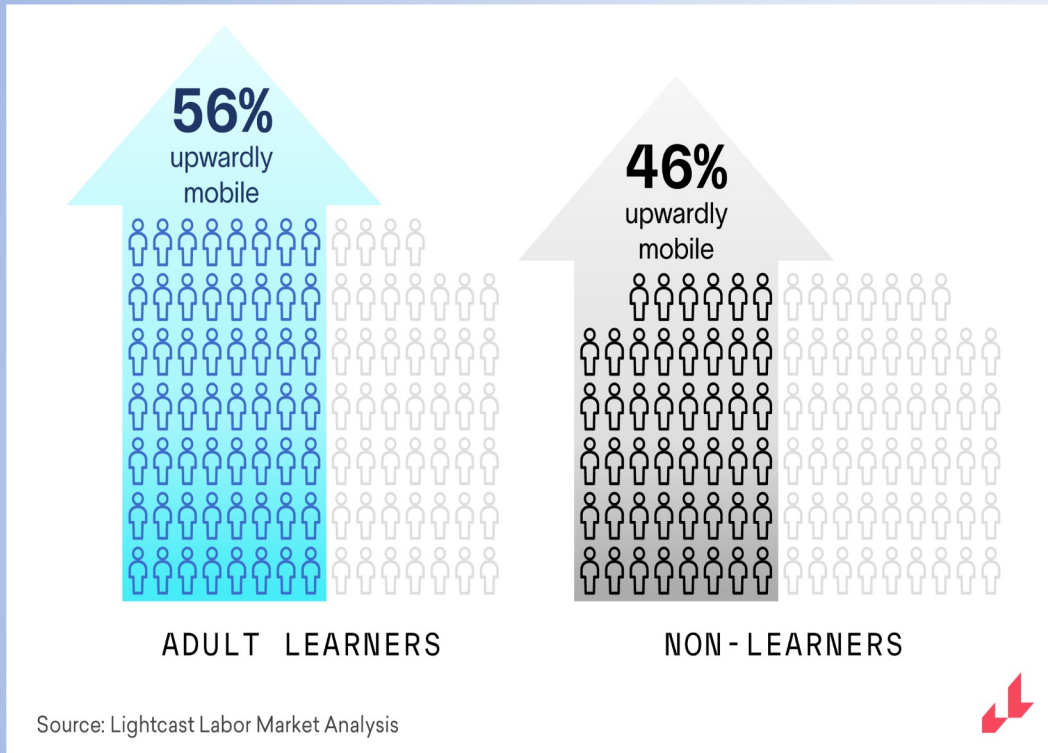


Provide evidence of training impact to support future funding.

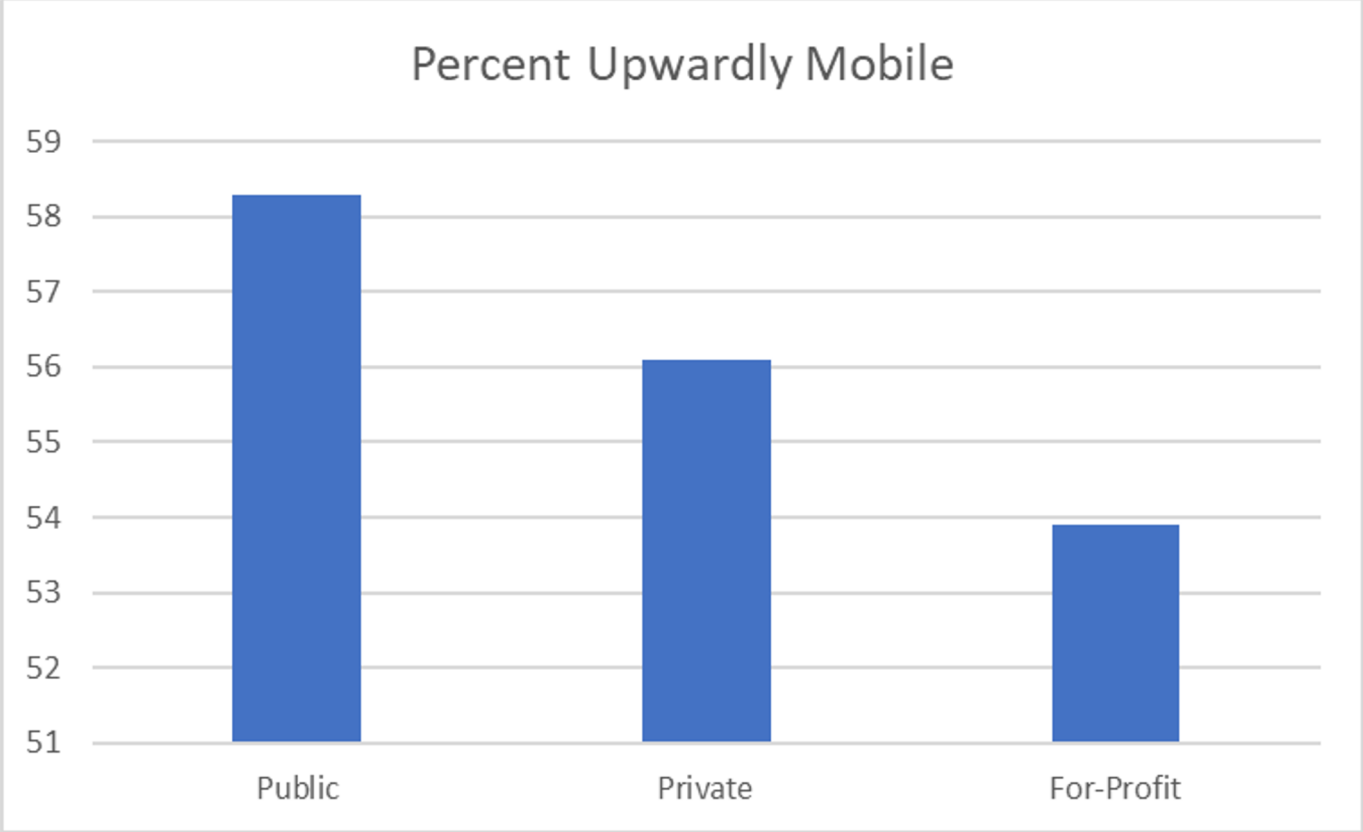


Four targeted high growth industries (1) Business Administration (2) Information Technology (3) Data Analytics (4) Healthcare

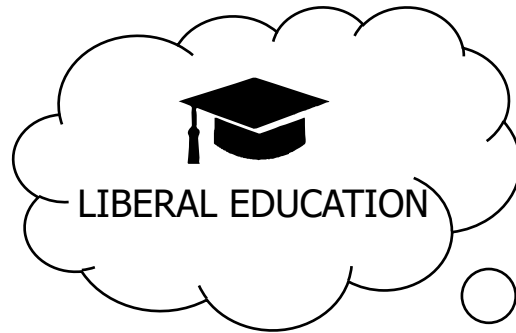
Adult learners who return to higher education have a 22% higher upward mobility rate and have a 140% larger increase in average annual salary.



Adult learners from public institutions have greater mobility gains than those in private or for-profit institutions.



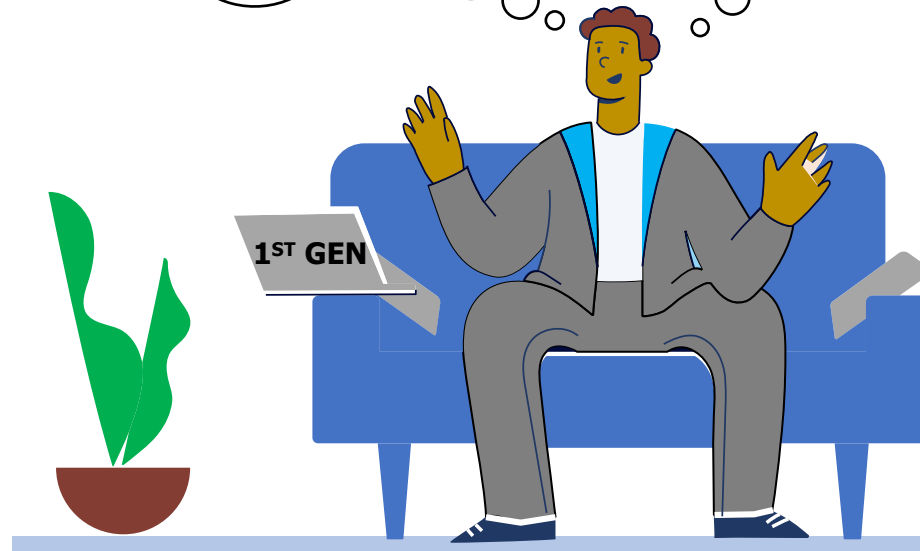
UPSKILLING AT LEHMAN COLLEGE?



+



- CRITICAL THINKING
- COLLABORATION
- PROBLEM SOLVING
- LOVE OF LEARNING



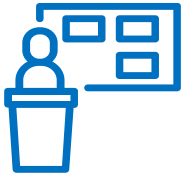
- CREDIT BEARING COURSES (1 CREDIT)
- FLEXIBLE SCHEDULES
- COORDINATED WITH COMMUNITY + CAMPUS
- CERTIFICATIONS AND MICRO-CERTIFICATION
- SEQUENTIAL NON-PREREQ COURSES

= CAREERS & ECONOMIC MOBILITY

UPSKILLING AT LEHMAN COLLEGE



We identified areas of academic programs where applied learning is needed to equip the campus and community with career-ready skills.



Introduce curriculum modifications in the academic departments and work with the faculty in the field of studies. This involves aligning the current academic courses with the upskilling courses.



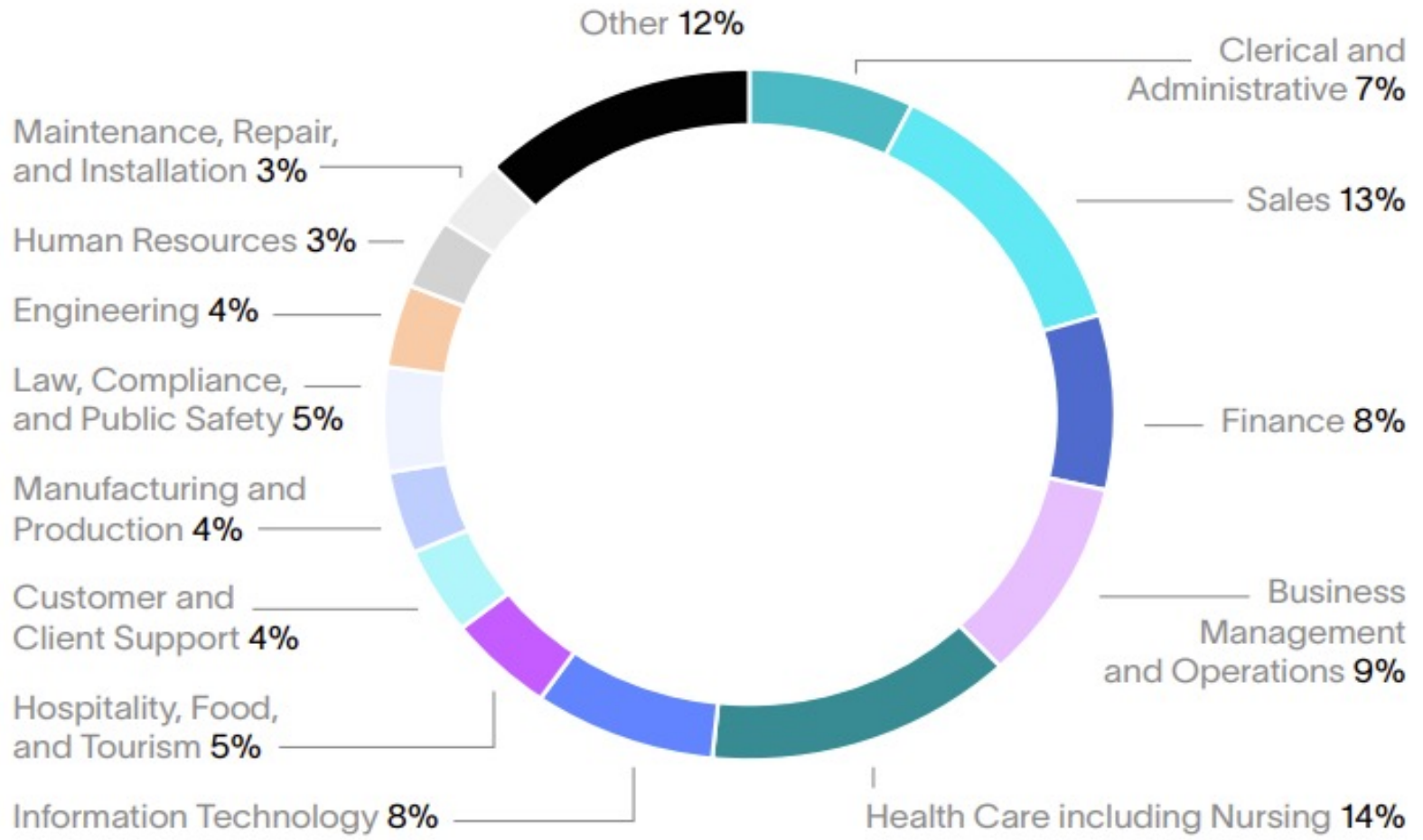
Identify “Upskilling” instructors to be hired by the academic departments to bring industry level learning and exposure.



Schedule courses during days and time slots that work best for the campus and the community.

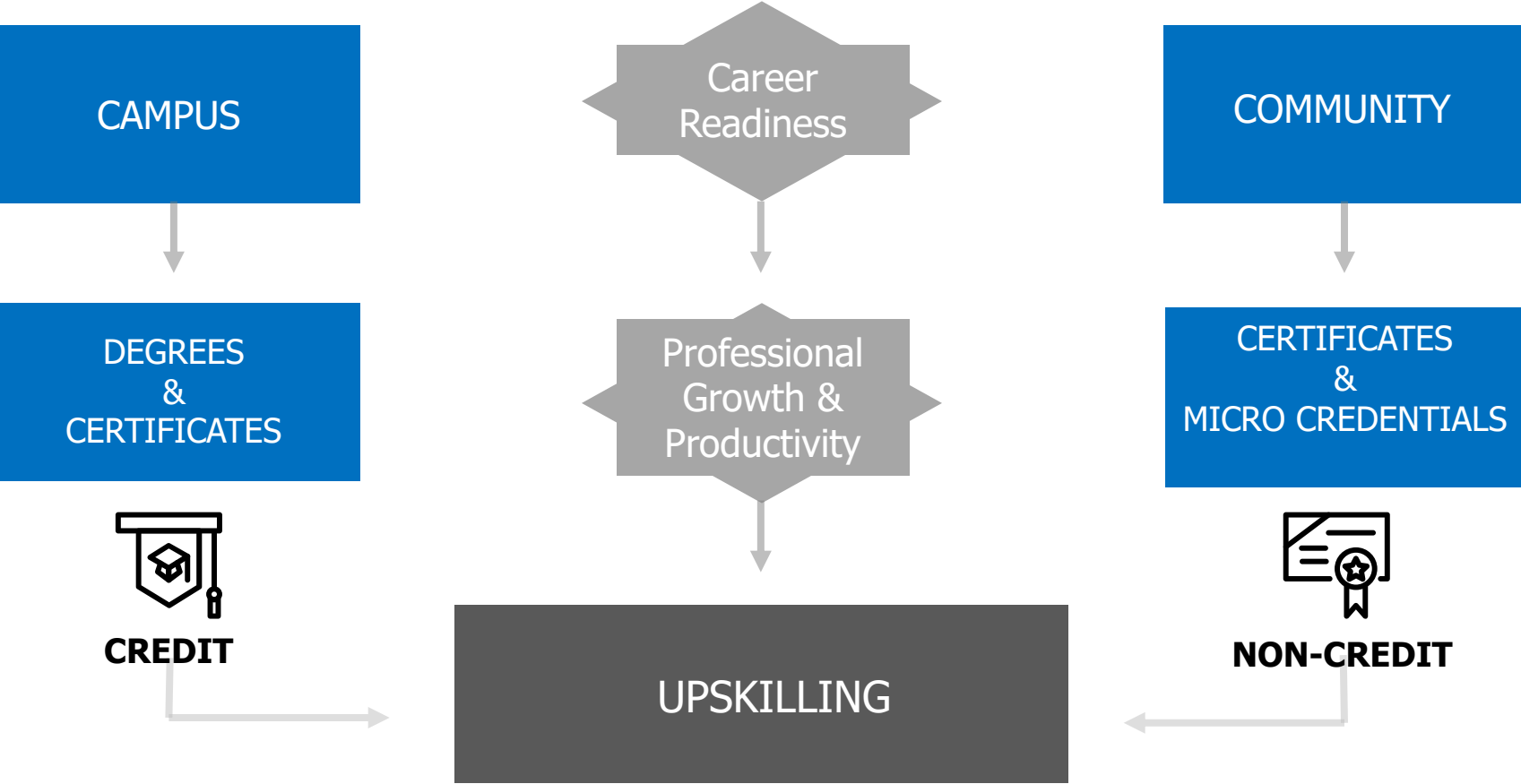
65% of adult learners come from the Retail Trade, HealthCare, Public Administration, Manufacturing and Finance industries

Pre-Education Industries for Adult Learners

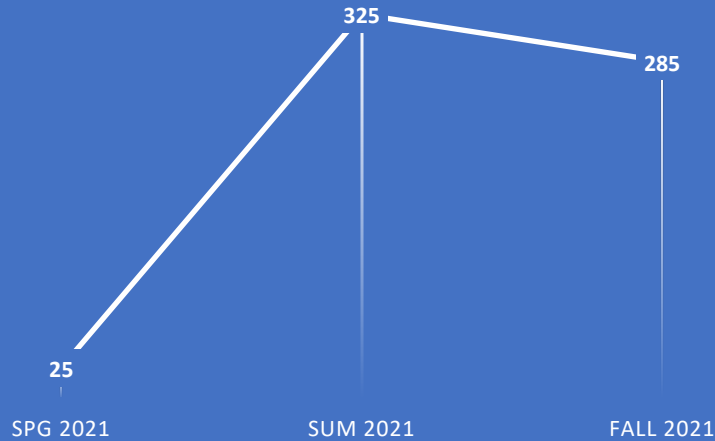


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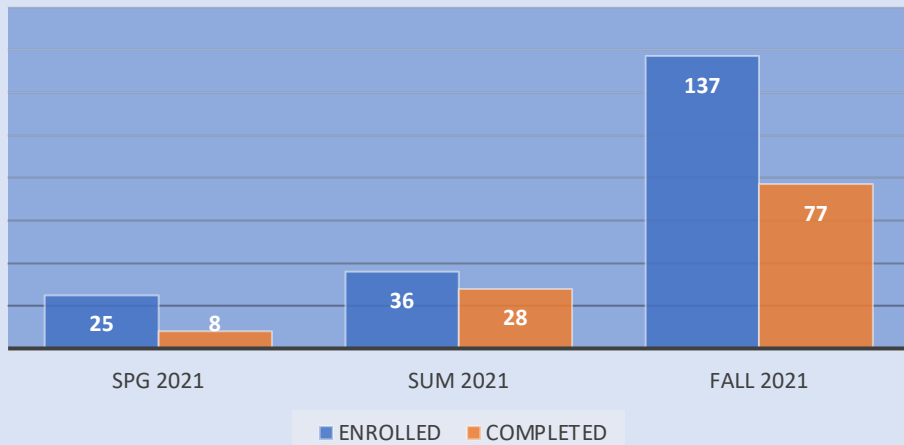
UPSKILLING FOR ALL



UPSKILLING APPLICATIONS 2021



Upskilling Enrollment/Completion



POST-APPLICATION OUTCOMES

- From spring (25) to summer (325) there was a **1300%** increase in applications and from summer to fall (285) there was a **12%** decrease in upskilling applications.

POST-ENROLLMENT/COMPLETION OUTCOMES

- SPG 2021 = **32%**
- SUM 2021 = **78%** ↑
- FALL 2021 = **56%** ↓

POST-UPSKILLING DATA

- **30%** applicants unemployed
- **15%** small business owners
- **79%** held a college or professional degree
- **72%** attendees were women
- **51%** campus attendees (FALL 2021)
- **49%** community attendees (FALL 2021)
- **4.86/5** reported an overall satisfaction with the course (SPG/SUM 21)

THE FUTURE

- Cybersecurity Spring 2022
- Top 3 skill courses requested:
 - Entrepreneurial Skills
 - Web Development
 - Intro Project & Construction Management*

FALL 2022

LEHMAN COLLEGE UPSKILLING

Upskilling courses are back again! Qualify for free 8-10 week courses for small business owners, community members, Lehman College students, and alums. Please complete and submit the online application if interested by Wednesday, August 24th.

****Some courses qualify for college credit****



**Application Deadline:
August, Wed. 24th**



List of courses offered:

* Courses qualify for 1-2 college credit.

- ***BBA 192** Introduction to Cybersecurity in Business
- ***BBA 375** Practical Application of HR Management [pre-req BBA 328]
- ***BBA 188** Intro to Social Media Marketing
- ***ACC 186** Intro to Cryptocurrencies
- ***DAT 181** Introduction to R
- ***BBA 190** Working with Data - Data Management
- ***BBA 191** Data Presentation
- ***ACC 187** Intro to Blockchain
- Intro to Project & Construction Management

UPSILLING LEHMAN COLLEGE



QUESTIONS



Lawrence Fauntleroy
Director, Experiential Learning

