



A Lifeline for Business Survival

ANNUAL REPORT 2020



Mission Statement

The New Bronx Chamber of Commerce — one of the most influential voices for business in Bronx County - is known for its organizational commitment to legislative advocacy. The Chamber plays an active and significant role in the economic development of the borough, creating new approaches to the challenges faced by members and guiding the extraordinary spirit of Bronx businesses and the future that confronts them.

Message from the Chairman of the Board



The mission of the Bronx Chamber of Commerce is to strengthen the economic viability and improve the quality of life in the Bronx, and most importantly supporting our members and their businesses. We have formed many initiatives and partnerships that have made immeasurable strides in the crucial fields of education, employment and health. Our board members and committees have helped us grow to become a champion of fostering ethical business practices and ensuring the borough's future as economically thriving. We will continue to fight for legislation that will support, not hurt our businesses.

This, of course, has been a challenging year for all of us due to the COVID pandemic. I am so proud of all the work that the Bronx Chamber of Commerce has done supporting our businesses in these trying times. Our staff, led by our President Lisa Sorin, have been there every step of the way assisting businesses with PPP loans, CDC guidelines, legal matters, including the distribution of masks and other supplies as needed. Our social media outreach has been amazing, highlighted by our Friday Extra broadcast, which has been very successful and informative.

The Bronx will get through this and we will continue to be the borough of economic development, opportunity and growth as we look to the future. The Bronx Chamber of Commerce will continue to be the driving force and Voice of Bronx businesses. We can do it if we stand together, We are BRONX STRONG!

We all have much to be grateful for. It has been an honor to serve as your Chairman, and I wish you and your families a Happy Holiday Season.

JOSEPH KELLEHER

Chairman, The Bronx Chamber of Commerce

The Bronx Chamber of Commerce's response to COVID-19 was quick and constant.



We provided over 1,000 businesses with **PERSONAL PROTECTION EQUIPMENT (PPE)** -

- 968,000 Face Masks
- 1,800 Hand Sanitizers
- 380 Thermometers

The Bronx Chamber of Commerce joined the Bronx Organizational Coalition that includes Bronx BIDs and other organizations to offer guidance and support for all Bronx business owners. Businesses are able to apply for government loans, grants, and other relief programs. The Bronx Chamber later partnered with the Yankees and Univision to bring "The Bronx Means Business" landing page that provides a one stop shop of free resources to help guide small business owners. You can find landing page at www.bronxmeansbusiness.com.

Thank You



COVID-19 Response



"I want to thank The New Bronx Chamber of Commerce profusely for always keeping in communication and alerting members to the latest resources available. It is thanks to you that I pursued the EIDL, as well as the Paycheck Protection Program through my bank (Chase). Thanks for everything your team does."

— JULIETTE PELLETIER
FOUNDER & EXECUTIVE DIRECTOR



"The Bronx Chamber has been a lifeline during the crisis. They have been with us every step of the way in helping us navigate the process of applying for loans and grants which we hope will keep us afloat until we can reopen. We are so grateful for their advice and support."

— GERI, JOHN & DANIELLE SCIORTINO,
THE BRONX DESIGN GROUP



"You guys are amazing! Totally helped us out! Thank you, thank you, thank you!"

— VANESSA, OWNER

COVID-19 Response

Thank You

Arnold & Porter



Many Thanks to Arnold & Porter, the 3rd largest law firm in the country, for partnering with the Bronx Chamber in providing pro-bono legal assistance to our members.

They helped business owners with their questions about the PPP loans (Paycheck Protection Program), unemployment benefits for owners themselves and other legal issues.



TD Bank helps small businesses prepare for reopening after the quarantine is lifted.

Services & Programs

Chamber on the Go

Chamber On-the-Go connects small business owners in neighborhoods across the Bronx with free services, including: business courses, legal assistance, financing assistance, incentives awareness, navigating government, recruitment assistance, training, selling to government, Minority and Women-Owned Business Certification, Locally Based Enterprise Certification, and Emerging Business Enterprise Certification. The Bronx Chamber of Commerce conducts a free Rapid On-Site Assessment, identifying your business strength and needs. A Chamber on the Go specialist then connects you to the resources that will help your business succeed. Chamber on the Go focuses on supporting and enhancing the various activities of the Chamber. The goal of this outreach is to provide on-site assistance to business owners throughout The Bronx.

The Bronx Chamber of Commerce has Reached and Served over 1,500 businesses over the course of 3 years.

5 Chamber Alliance

Thanks to support from the TD Bank Charitable Foundation, there is funding to support the 5 Chamber Alliance and coordinate service delivery across the five boroughs. The goal of the 5 Chamber Alliance is to support businesses and individuals in low- to moderate income and immigrant communities. The Bronx Chamber of Commerce has worked with the 5 Chamber Alliance on putting together over 15 workshops to help support businesses and individuals.

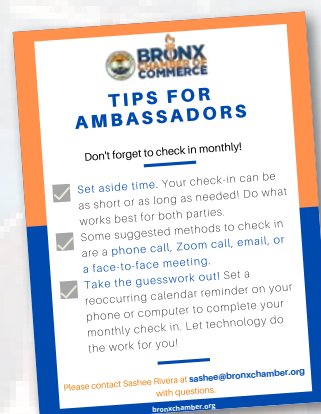
MWBE (Minority and Women Owned Business Enterprises Certification)

The City of New York Minority and Women-Owned Business Enterprises (M/WBE) Program expands opportunities for minority and women entrepreneurs to access government contracts and grow their businesses. When eligible businesses are certified with the City they become more visible to prospective buyers, including City agencies and private contractors seeking to purchase goods and services.

The Bronx Chamber of Commerce has helped over 100 businesses in the course of the last 3 years, with both Certifying and Re-certifying their business.

Internship Connector

The Internship Connector Platform helps connect students at the Bronx Chamber's member colleges to internship opportunities with member businesses. The Chamber serves as a "hub" where internship postings, job fairs & other events are made easily accessible for members via our website and email communications.



Ambassador Program

Joining the Bronx Chamber of Commerce opens you and your business up to all the benefits of our membership. From networking and making deals, to lobbying local lawmakers and advocating for your business community, our members are active and involved. Our expanded

New Member Outreach program helps new members jump headfirst into these new experiences with the help and guidance of their assigned Ambassador.

Small Business Resource Network



Serving the Small Businesses That Make New York, New York

The NYC Small Business Resource Network is a comprehensive approach to strengthening New York City's economy and accelerating the recovery of small businesses — starting with personalized guidance and recovery resources.

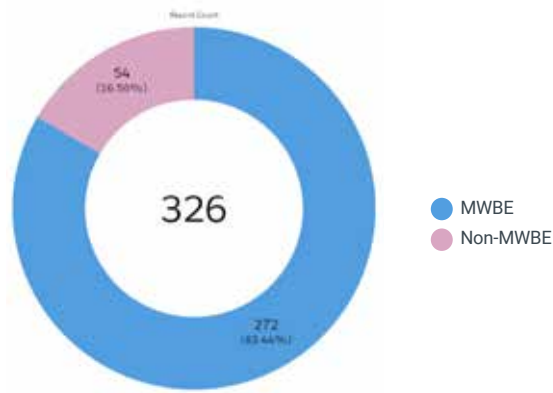
Launched in response to the crisis facing many of the city's 230,000+ small businesses in the wake of COVID-19, we've assembled an extraordinary collaboration of New Yorkers who are committed to small business recovery in our communities.

We are leveraging our relationships with the city's corporate, financial and professional services sectors, as well as universities, philanthropies and expert volunteers to help small business owners gain access to a range of programs and services.

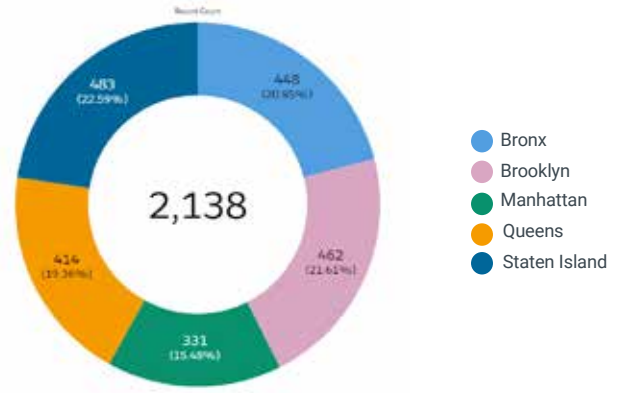
nycsmallbusinessresourcenetwork.com



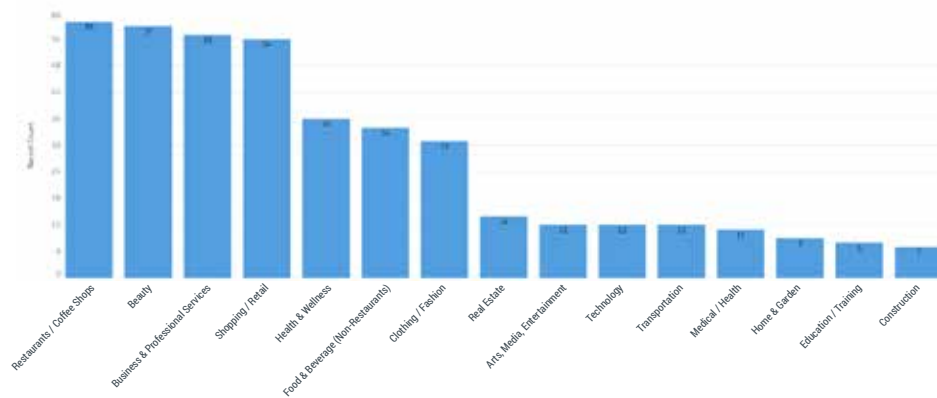
Minority or Women-Owned Business?



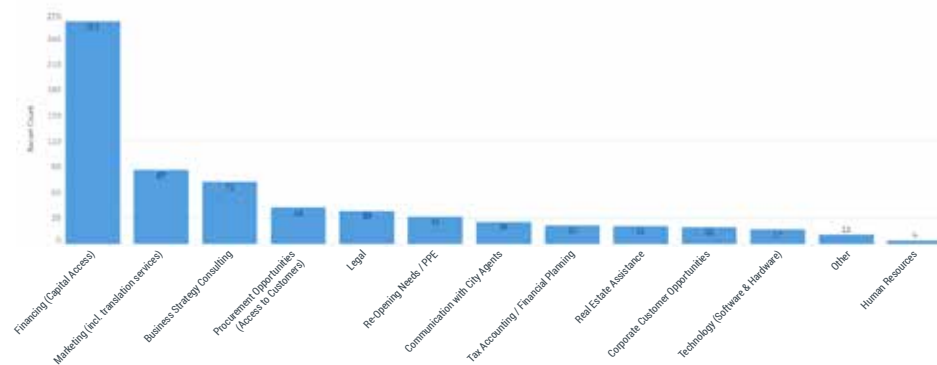
Business Borough



Industries



Needs Defined by Business



Numbers shown are as of 12/17/2020



Committees

Membership/Business Development Committee

The primary goal of the Membership & Business Development Committee (MBD) is the formation of programs that create opportunities for growth and provide support for our members. MBD Committee members consult with the President and the Board in the areas of networking, member exposure to consumers, M/WBE Certifications, job fairs, workshops and seminars, directory resources, advocacy and the coordination of business principles within the efforts of other Chamber committees.

Finance Committee

Finance Committee is responsible for establishing the annual budget for the Board to ensure administrative continuity of the Programs and Services sponsored by the association.

Events Committee

The Events Committee is responsible for planning the formal Annual Gala, Golf Outing, Holiday Party, Hispanic Heritage Luncheon, African Heritage Luncheon, Irish Heritage Luncheon, and Italian Heritage Luncheon. Awards are presented to distinguished individuals at each event.

Legislative Committee

The Legislative Committee works directly with the Bronx Chamber of Commerce to advocate for improved economic conditions within the borough. This group also works to enhance the interaction between Bronx Chamber Members and public officials. Advocacy has emerged as one of the most significant areas that the Chamber can provide direct services to the full spectrum of businesses in the Bronx. Through advocacy, the committee will shape the way the chamber represents and provides value to members. The committee develops aggressive programming that combines research, as well as government and community relations.

Young Professionals Committee

The Young Professional Committee (YPC) is charged with developing the Bronx Chamber of Commerce Young Professional programs, implementing the program and helping to disseminate to members. Committee members will be focused on the logistics behind committee initiatives and finding new and exciting ways to engage young entrepreneurs in our membership and the community as a whole.

Member Profile - Metro Optics



When it comes to Bronx business visionaries, Metro Optics continues to lead the charge. A longtime, active Chamber Board member, Metro COO John Bonizio sits on the Chamber's Membership Development and Legislative committees, bringing his trademark

candor and commitment to the growth of the Chamber and the strength of the Bronx small business community at large. Despite the many hardships and limitations of the pandemic, this year Metro continued its support of the Chamber with numerous event sponsorships, as well as funding a communications and program development consultant, Sara Bonizio, who managed the bronxchamber.org website revamp; built and launched the pilot Internship Connector platform; developed New Member Outreach-Ambassador program materials; and worked with fellow Chamber member Underweiser & Underweiser to form and attain 501(c)(3) status for The Bronx Chamber of Commerce Foundation Inc.

Thanks John

Welcome New Members for 2020

N.G. Slater Corporation

Aflac

Hope Platinum Realty, Inc.

Crown Castle Fiber

Southern Blvd BID

Throggs Neck BID

Fordham BID

Browns Jewelers

Saint Barnabas High School

Dr. Richard Izquierdo Health & Science Charter School

Signature Urban Properties, LLC

Hook and Reel Bay Plaza, LLC

Brothers' Building Blocks, LLC

The Crazy PC

Geico Local Office Westchester

Verilife Dispensary

Jayson Lutzky, PC

Tristate Plumbing Services Corporation

The Image Makers

Travel World Showcase

Perfectly Cleaning Services

God Bless You All Inc

Worldwide Veterans and Family Services Inc

Tahlia's Creationz

SANDS Casino

Upwork

Janitorial Multi Services LLC

Maz's Mart Corp

ADP (Automatic Data Processing)

Unitec Elevator Company

Rosenbaum & Rosenbaum, P.C.

Starbucks Corporation

C Will Beaute LLC

Value Tax/Family VT LLC

Zumma Khan LLC

Essen Healthcare

Bronx Night Market

Colliers International

Business Outreach Center Network, Inc

Ribbon Cutting Events



Hook n' Reel



Paralegals



Hope Platinum Realty, Inc.



TD Bank

Media

The Bronx Chamber of Commerce has received media coverage from the following outlets:

CITYLIMITS

En Medio del Desempleo y las Restricciones, Las Empresas Latinas Luchan

CRAIN'S

CEOs Explain Why They Signed Letter Blasting De Blasio

The New York Times

Inside the Clash Between Powerful Business Leaders and NYC Mayor



Quality of Life and Business Recovery on One New York



The Bronx Social Justice and Anti-Violence Forums: Small Business



Estas Son Algunas Opciones de Ayuda para Pequeños Negocios en El Bronx Afectados por la Crisis del Coronavirus



Hard-Hit by Coronavirus, NYC Faces Big Test: Reopening



UNIVISION

Coronavirus: ¿Cómo está ayudando la ciudad de Nueva York a pequeños negocios durante la reapertura económica?



Bills De & Budgets Blown: City's Small Business Awaits Federal Help



The Bronx is Taking an Economic Hit



Bronx Businesses Asks:

Wheres That Promised COVID-19 Help?

CRAIN'S

City's Economic Recovery Depends on Small Business Survival



Grubhub and other Apps Hold Restaurants "Hostage" in a Delivery-Only NYC



Coronavirus nearly killed this young man



Chambers of Commerce team up for small business



Bronx Chamber of Commerce Launches COVID-19 Survey



Lisa Sorin Named to Governor Cuomo's Reopen Task Force



Small Business Owners Can Now Tap Local IDAs for COVID-19 Aid



Chamber President Lisa Sorin Named Among Bronx Power 50 by City & State NY

Social Media



Friday Extras

The Bronx Chamber of Commerce hosts “The Friday Extra” videos every Friday updating our members on the events of the week. Be sure to visit our YouTube channel to check out these and future Friday Extra videos



The Friday Extra: THEBRONX.ORG



The Friday Extra:
The Bronx Chamber visits Claudys Kitchen



The Friday Extra: LS # 14963



The Friday Extra:
Outdoor Dining — Show Us What You Got!

Despite the pandemic and a citywide shutdown, The Bronx Chamber of Commerce was able to host monthly events and webinars. Our staff worked tirelessly during the quarantine to keep our members informed and updated on ever-changing developments regarding business survival during these unprecedented times.

Events



MEMBERSHIP BREAKFAST



SHOP SMALL BUSINESS SATURDAY



LGBTQ NETWORKING EVENT



GOLF OUTING



DRIVE IN MOVIE AT ORCHARD BEACH

2020 Events & Webinars

- Why Plan? Planning Together for a Growing Bronx - January 14
- Starting Your Business - January 23
- LGBTQ Networking Event - January 31
- New Member Breakfast - February 5
- B2B Networking - February 27
- B2B Networking - March 12
- Real Questions from Real People with Special Guests TD Bank & Paycor - April 28,
- Virtual Networking Event - April 29
- Sip & Zoom - May 7
- Women of Distinction Presentation of Scholarships - June 24
- PPP Forgiveness & Beyond for Small Businesses - July 1
- Bringing Your Employees Back to Work - July 23
- Annual Golf Outing - August 11
- Drive-In Movie at Orchard Beach - August 21
- Avoiding Foreclosure After the Pandemic - September 23
- Determining Your Company's Legal Structure - September 30
- Refinancing Your Mortgage - October 7
- Developing a Business Plan - October 14
- Shopping Your Dream Home - October 21
- Marketing 1010: How to Market in the New Normal - October 28
- The Bronx Chamber of Commerce Salutes Our Veteran Heroes - November 10
- Cyber Security - November 17
- Paid Sick Leave Round Table - November 17
- How to Grow Your Business with Supplier Diversity Programs - November 17 & 18
- Shopping Your Dream Home - November 19
- Shop Small Business Saturday - November 27
- Internship Connector - December 3
- Let's Talk Winter Safety: New Protocols for the Hospitality Industry during Covid - December 10
- PPP Forgiveness & Tax Impact - December 21
- Learn What Business Owners Need to Know about Workers' Compensation, Disability, and Paid Family Leave in the Covid-19 World - December 28



WOMEN OF DISTINCTION

15 students received scholarships on a unique Zoom call, in which they were able to thank their sponsors personally and share their stories.



VETERANS EVENT



5 CHAMBER ALLIANCE DISCUSSING SMALL BUSINESS INITIATIVES WITH MAYOR BILL DE BLASIO

Looking Forward to 2021

Message from the President



As we end this year, we reflect on the impact of COVID both personally and professionally. Our hearts go out to the many families who have lost so much.

Here at the Chamber, we have worked feverishly to provide support, guidance, information, and financial education during these last 9 months. We never wavered from our mission, we enhanced it.

We are looking at 2021 as an opportunity to refine our commitment to the businesses of the Bronx and provide the services that make sense for the new normal, whatever that will be. Take a look at our amazing programs, services, and support you will have to look forward to. We want to provide businesses with the tools needed to restart, enhance or continue their great work. The road may be different for all businesses but the end goals are not, The Bronx is where we do business.

The work does not stop there. 2021 also brings about major changes in our local and citywide representation. The businesses of the Bronx have a lot to say to the incoming leadership and the Chamber will be your voice, your advocate, your champion. Please read your weekly updates, don't miss the Friday Extra videos, look out for "call to action" emails. Working together, the individuals running for office will only succeed if they take care of your businesses.

2021....We are coming back stronger than ever!

Best regards,

LISA SORIN
President

2021 EVENTS

- **Women of Distinction Luncheon** –
March 26, 2021 at Villa Barone Manor
- **Annual Golf Outing** –
June 22, 2021 at Trump Golf Links at Ferry Point
- **Summerfest** –
August 3, 2021 at Residence Inn by Marriott
- **Annual Gala** –
September 30, 2021 at The Marina Del Ray
- **Halloween Party** –
October 28, 2021 at Huntington Library
- **Veterans Luncheon** -
November 10, 2021 at F & J Pine Restaurant
- **Holiday Party** –
December 9, 2021 at Andrew Freedman House

NETWORKING EVENTS

- April 6, 2021 at Seis Vecinos
- April 22, 2021 at Bronx Brewery/Empanalogy
- May 20th, 2021 at Rambling House
- July 22, 2021 at Applebee's 225th
- September 17, 2021 at Woodlawn Cemetery

WORKSHOPS

- Public Speaking
- Media Training
- Website Development
- QuickBooks
- Sexual Harassment
- Marketing
- Cyber Security
- TD Bank Workshops
 - Home Buying Seminars
 - Small Business Workshops
- **Financials**
 - Fixing & Building Your Credit
- **How to Start Your Business**
- **3 Small Business Resource Network Workshops**
 - Restaurant specialist
 - Procurement
 - Technology Specialist
- **M/WBE**

BRONX CHAMBER OF COMMERCE

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Barry Fitzgerald - F & F Insurance Services

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John Collazzi - The Bronx Times Reporter

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Jeffrey Underweiser - Underweiser & Underweiser, LLP

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Vincenzo Aprea - Aprea Air Inc.

Ed Birdie - New York Power Authority

John Bonizio - Metro Optics Eyewear

John Cavelli - The Wildlife Conservation Society/Bronx Zoo

Leslie Chiorazzi - CMIT Solutions

Joseph Coleman - RiteCheck Cashing

Elizabeth Figueroa - The New York Botanical Garden

Joseph Gallito - D & J Ambulette Service

Jessica Gonzalez - American Maintenance

3 Janitorial Services & Supplies Corp.

April Horton - Verizon

Rhonda James - E218 Events Management

Barbara Selesky - The Woodlawn Cemetery

Kenny Leandry - The New York Yankees

Michael Max Knobbe - BronxNet

Clarence Lildharrie - Certified Alarm Tech Systems, Inc.

Franco Marciano - Ensign Engineering, P.C.

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John McEvoy - Altice USA

Nicole McNulty - Apple Bank for Savings

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Joanna Simone - Simone Development

Ron Spurga - United Metro Energy

Steve Squitieri - D & J Ambulette Services

Janet Vasquez - Janitorial Multi Services LLC

& JV Public Relations

Robert Walsh - Manhattan College

STAFF

Sasheé Rivera - Executive Assistant
& Membership Director

Dolores Saldana - Administrative Associate & Finance Director

Anna Reyes - Small Business Recovery Specialist

Francisco Aguilar - Small Business Recovery Specialist

Daniela Sorin - Administrative Associate

Sara Bonizio - Communications and

Program Development Consultant

Meghan Farrell - Book Keeper

BRONX CHAMBER OF COMMERCE

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