



THE BRONX IS BACK IN BUSINESS

ANNUAL REPORT 2021



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 PRESIDENT



Bronx Chamber Community!

I want to begin by emphasizing how grateful and proud I am of the hard work and dedication of our Board of Directors, Committees and Members, Community and City Partners, and of course the incredible Bronx Chamber staff. You all have joined together like never before to get us through the worst of the COVID pandemic and position the

Bronx Chamber of Commerce for unprecedented growth and success in the years to come.

As we surfed the waves of the past year, on the heels of one of the most challenging times in a century (still fraught with new obstacles), our team and our organization have also undergone a metamorphosis of sorts. Take a few moments to read through this Annual Report, which highlights our extensive efforts in 2021: from on-the-ground pandemic recovery outreach and resource navigation for small businesses, to M/WBE Certification assistance, vital financial information sessions and other workshops, and one of my personal favorites: the return of in-person events, to bring our extensive network together and provide connection opportunities that just don't work as well over Zoom!

Our staff has grown as well; we continue to fine-tune, expand and enhance our core Membership program, including new Sponsorship opportunities to deepen engagement and increase visibility of our members' product and service offerings. The Bronx Chamber was also recently selected by NYC Small Business Services to lead Commercial District Revitalization efforts in Mott Haven, further extending the Chamber's reach and influence. Our relationships with our fellow City Cham-

bers, area Business Councils and other aligned organizations has served as a source of inspiration, idea exchanges and allowed the Bronx Chamber to coordinate on.

For those who haven't yet heard, we are hard at work setting up the Bronx Chamber of Commerce Foundation, our new 501(c)3 organization, for success! The Foundation recently elected its first Board of Directors and has begun developing a fundraising plan and programming initiatives that will fulfill the organization's mission: to foster business education, training, mentorship and leadership opportunities for small & mid-size Bronx businesses, economic development and equity-oriented nonprofits, and other community organizations.

I am proud to be serving in partnership with all of you to continue advocating for pro-business legislation and impactful programs that boost Bronx business growth and strengthen the economic development of our borough. I encourage all our members and extended network to stay abreast of the Chamber's Legislative Advocacy and positions – all member representatives have access to our Legislative Committee meeting minutes and other important resources in our on-line Member Portal and receive my Letter from Lisa to kick off the week. Subscribe to our YouTube channel "TheNewBxCC" so you don't miss our "Friday Extra" videos with more Bronx business news you can use!

I look forward to meeting each of our members and prospective members at one of our upcoming Chamber events, hearing your needs, feedback, and idea as we prepare for a New Year, new City Administration, new challenges, and new opportunities.

LISA SORIN
President, The Bronx Chamber of Commerce

MESSAGE FROM THE CHAIRMAN OF THE BOARD



Dear Friends and Colleagues,

This, of course, has been challenging times 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.

We are excited to announce the formation of The Bronx Chamber of Commerce Foundation Inc., which we have been planning for many years. I am grateful to our new board of directors who will carry out the mission of the Foundation and we are excited to partner with our businesses as we look to the future. Thank you to all for supporting this important new venture for the Chamber.

The Bronx is resilient and 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...and WE ARE BACK IN BUSINESS!

JOSEPH KELLEHER
Chairman, The Bronx Chamber of Commerce

MEMBERSHIP

MESSAGE FROM THE MEMBERSHIP MANAGER

As I recently began this new role as Membership Manager, one aspect became unquestionably clear - the integral role that our Members and extended network play in positioning our organization for success. The role of Membership Manager is one that is meant to serve our members, encouraging their growth and promoting visibility – ranging from a referral for a local small business, to intricate sponsorship package requests.

I became a part of the Chamber staff when the NYC Small Business Resource Network began in October 2020. My then-role as a Small Business Recovery Specialist provided me with direct insight to what our Bronx small businesses were experiencing as a result of the shutdowns. The Network operates as a fully-funded program of the Bronx Chamber of Commerce, giving us a unique opportunity to provide thousands of Bronx businesses with access to vital resources.

With Lisa and our newly-expanded team leading the charge, our goal for 2022 is to continue the upward trend for business growth and opportunity in the Bronx. We are excited by the prospect of giving our members fresh opportunities in the form of new membership benefits, events, and sponsorship options, as we continue to develop our business development education offerings, M/WBE Certification assistance services, small business recovery outreach, and other programming.

I look forward to working with you all in the year to come: hearing your feedback, facilitating referrals and other B2B connections, and finding new ways to provide value to our members and the Bronx business community at large.

Sincerely,
FRANCISCO AGUILAR
Membership Manager

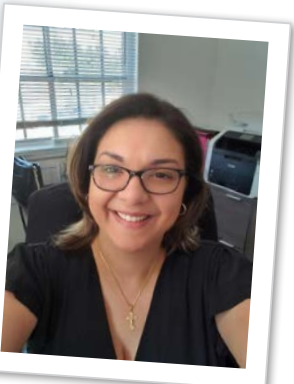
2021 NEW MEMBERS

1800ATMS	Confetti Party Place	Leche y Miel Restaurant	Ramdeen's Electrical Contracting Corporation
A Bronx Women's Medical Pavilion, P.C.	CostMarc, LLC	Lemle & Wolff Companies	Riverbay Corporation
Able Steel & Ironworks, Inc	Crab Du Jour of Pelham	Lights On Empowerment, LLC	Romer Millinery LLC
ABNY - Association for a Better New York	Eppsolutely Clean Maintenance	Lloyd Gamble Consulting	Royal Waste Services Inc.
Accra West African Restaurant	Ferrante & Koenig - Construction Accident Attorneys	Make-A-Wish Metro NY & Western NY	SBH Health System
Amazon NYC	Fidelis Care Well Care Centene Corp.	Manpower Inc.	Smylen
Amber Court Assisted Living	Fish Box Restaurant Corp.	Marina Del Rey Caterers	Starling Diagnostics
Angela Beauty Lounge	Gotham City Events L.L.C	Martha Lynn Laskie Graphic Design & Illustration	Table of Kingz
Bharati Foundation	Green Canvas Productions	McDonalds Corp.	Teamlogic IT
BJT Bronx Merchant Association, Inc.	Hecht, Kleeger & Damashak, P.C.	Mechanical Heating Supply Inc	The Brian Phillips Team at Douglas Elliman Real Estate
Black Mountain Capital	Hudson United Mortgage	Melanin Homes, LLC	The Bronx Collab Space LLC
Bronx Bangladeshi Society	Hunts Point Produce Market	Mexican Coalition	The HOPE Program
Bronx Fashion NYC	Impervious Protection and Consultant Group	Miranda Writes Bookstore	The Junkluggers
Bronx Terminal Market	Jesse Minc Personal Injury Law	MoeCells	This is it Barber Shop
Brookfield Properties	John Jay College of Criminal Justice	Moravilla LLC	UniFirst Corporation
Caliber Pest Service	JRH Management Inc	Mutual of America Financial Group	Urban Holiday LLC
Capital One Corp. (Broadhollow Rd Melville)	Julia Lynn Productions Inc	New Settlements	VIP Community Services
Chocolate Place	Kings Capital Construction	New York Bird Supply Inc	WeWork
City Grub Delivery	Lantern Community Services	New York City Football Club, LLC	Wingate by Wyndham
City Livery Leasing Inc	Law Offices of Jay S. Knispel	Now You Look Amazing LLC	Haven Park Hotel
Colonial Voluntary Benefits	Personal Injury Lawyers	OEO Energy Solutions	YVP Media Solutions
Community Care Home Health Services		Phipps Neighborhoods	ZenBusiness
Con Minerva Productions 1 Inc		PhotoChe	
		Raja's General Mechanic	

MEMBER PROFILE

JESSICA GONZALES, American Maintenance

For over 16 years, American Maintenance & Janitorial Services and Supplies CO. Corp, has been providing cleaning services throughout the five Boroughs of New York City and Westchester County. The company offers a wide spectrum of cleaning services and janitorial supplies which was especially crucial during the COVID-19 pandemic. This spotlight is to honor one of its owner's, Jessica Ortiz-Gonzalez who has been a staple at The Bronx Chamber of Commerce. As a member of the Board of Directors, she has been diligent in supporting our staff, sponsoring events, donating toward special events, and volunteering her time in support of the work of the Chamber. The commitment of American Maintenance , its leadership, and staff has been a blessing to our work here at the Chamber and the borough as a whole. On behalf of The Bronx Chamber of Commerce Team, Thank you Jessica!



The Strategic Impact COVID-19 Commercial District Support Grant provides funding to implement local pandemic recovery support to small businesses. The Bronx Chamber utilized this opportunity to conduct outreach with resources including increased awareness and understanding of new City and state rules and regulations; and strengthen merchant relationships to foster collaboration and increased local organizing. Commercial District Focus Areas:

- Melrose
- Morrisania
- Morris Heights
- Mott Haven



WHY SIG?

This grant provided the Bronx Chamber with an opportunity to connect with small businesses in 4 key Bronx neighborhoods whose commercial corridors were identified as needing focused, comprehensive resource support and representation. The program also allowed the Chamber to provide important data to the city, including information on storefront vacancy rates, along with survey results indicating small business owners' needs from city government.

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.

M/WBE (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 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.



ADOPT-A-MEMBER

By creating opportunities for current members to sponsor new members, the Bronx Chamber hopes to expand access to mentorship and networking opportunities, as well as workshops and events designed to help small businesses navigate the challenges of COVID-19 and reopening, while planning for a post-pandemic future.

Inaugural 2021 Adopt-a-Member cohort sponsor: Fidelis Care



SMALL BUSINESS RESOURCE NETWORK RECOVERY

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, they'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.



- Since last year, we have interacted with over 3,000 Bronx businesses. Almost 800 of which have allowed us to offer them free resources including grants, low-interest loans options, and free websites and logos as part of our Open + Online program.
- The NYC Small Business Resource Network has engaged with over 24,000 thousand New York City businesses. This proves that the outreach efforts of our specialists are continuous, and the motion to find business owners in need is only to be continued.
- Our Network continues to grow with private and public partnerships and resources to provide adequate resources for each business.



SUCCESS STORIES

ART OF MELUSH

The owner has created and sold Art through her business for some time now. Due to COVID, she was unable to attend any in-person events, which means no access to sell her work.

Services we connected the business with:

As the owner was interested in financial opportunities, the City Artist Corps Grant was one of her referrals from a Bronx Chamber Specialist. The owner was one of the artists that was selected as a result of applying, with a \$5,000 grant. Her display was available from October 21st to 24th at 72 Warren St, New York NY, 10017 for all to see for free.

The owner has also utilized the webinars that the Bronx Chamber of Commerce has put on - including a CPA assistance webinar.

Hello Alice - a business platform that the Bronx Chamber utilizes regularly, was also shared with the owner - which has proved to provide plenty of resources and assistance information for the owner to better her business.



DIMEXX EVENTS & DÉCOR

As a business that developed during the pandemic, and no way to make an income as their industry was put to halt, the owner sought assistance from the NYCSBRN to get resources for her business. The owner's (Lily Badimah) immediate need was an updated website - as she still does not have a storefront location. As this business was still in the early stages - the owner wanted to know any financial opportunities that might be available.

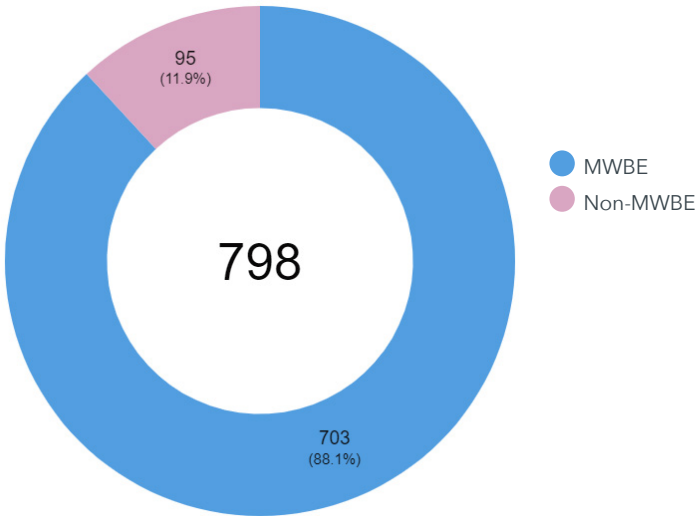
Services We Connected the Business With:

Dimexx Events & Décor was one of the businesses selected for Open + Online Digital Initiative. This program allows for businesses to be connected to a technology specialist, and work directly together to develop a website for their business, all for free. The website can be found at this link: <https://www.dimexxevents.com/>

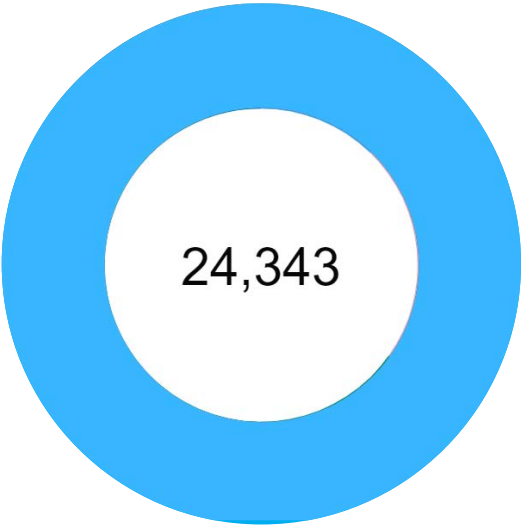
The owner has also utilized information regarding M/WBE certification - where she has been communicating with the Programs Associate with the Bronx Chamber of Commerce to complete this certification for free.



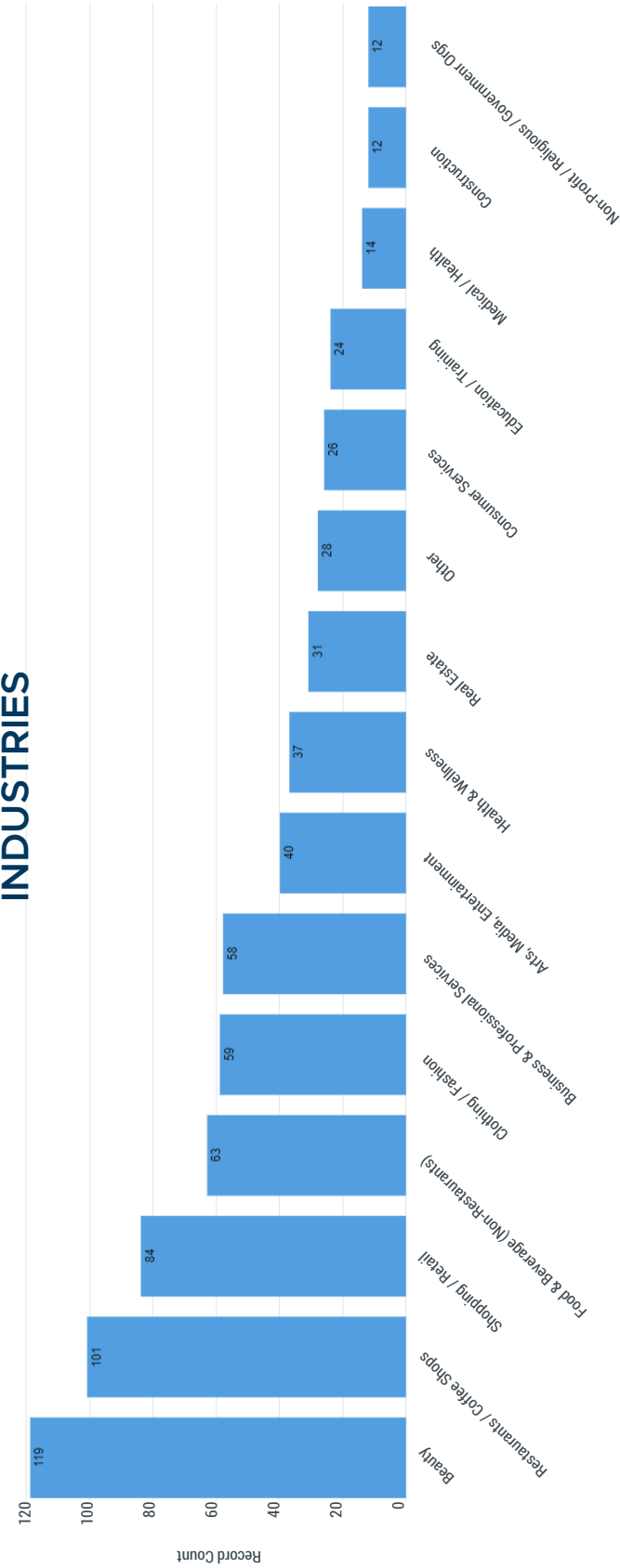
MINORITY OR WOMEN-OWNED BUSINESS



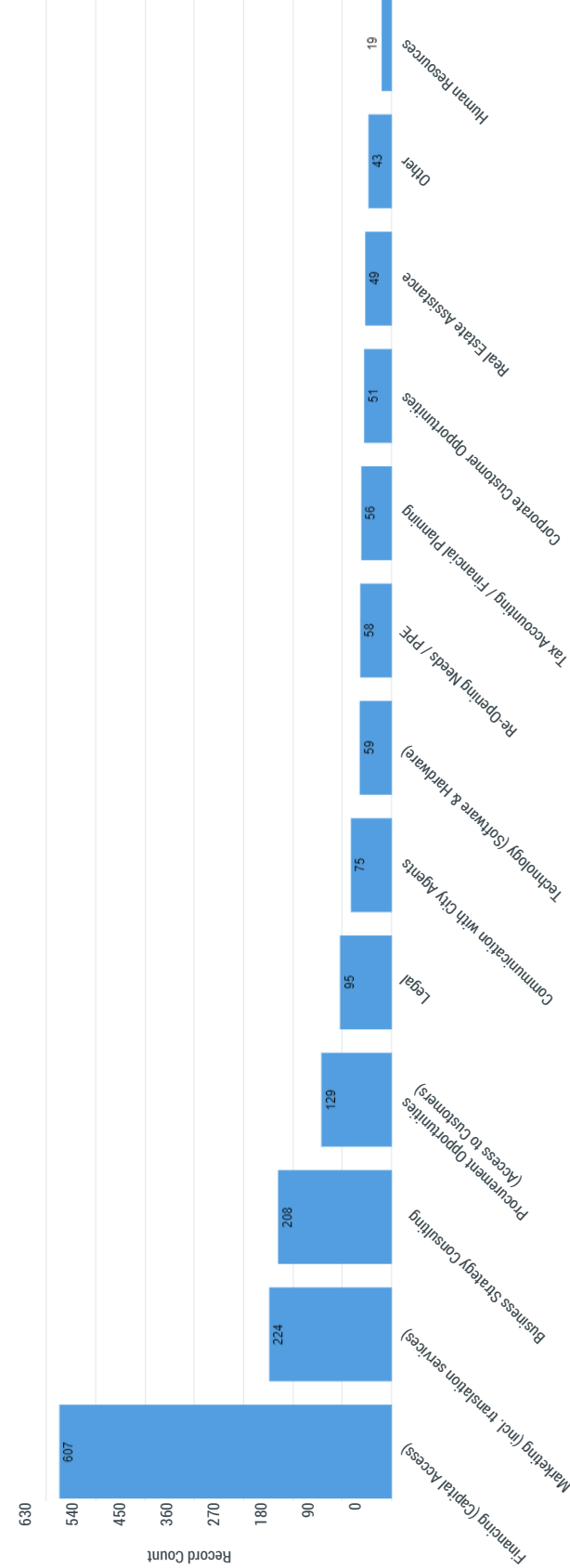
ALL BOROUGH CASES



INDUSTRIES



NEEDS DEFINED BY BUSINESS



LEGISLATIVE ADVOCACY

CANDIDATE FORUMS

During 2021, the City has seen the loss of most of our local representatives due to term limits. This became an opportunity for the Bronx Chamber to take the lead in having one on one conversations with Candidates for Mayor, Comptroller, City Council, and Borough President. The discussion centered on their business platforms which included the need to address safety concerns, vagrancy, and vendor legislation.



LEGISLATIVE COMMITTEE MEMBERS

John Bonizio
Michael Brady
Zach Breslaw
Taryn Duffy
June Eisland
Sandra Erickson
Barry Fitzgerald
April Horton
Charles Howe
Joseph Kelleher
Liz Neumark
Eliezer Rodriguez
Jennifer Tausig
Kathy Zamechansky

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, Women of Distinction Scholarship Luncheon and other events that honor distinguished individuals and companies.

LEGISLATIVE COMMITTEE

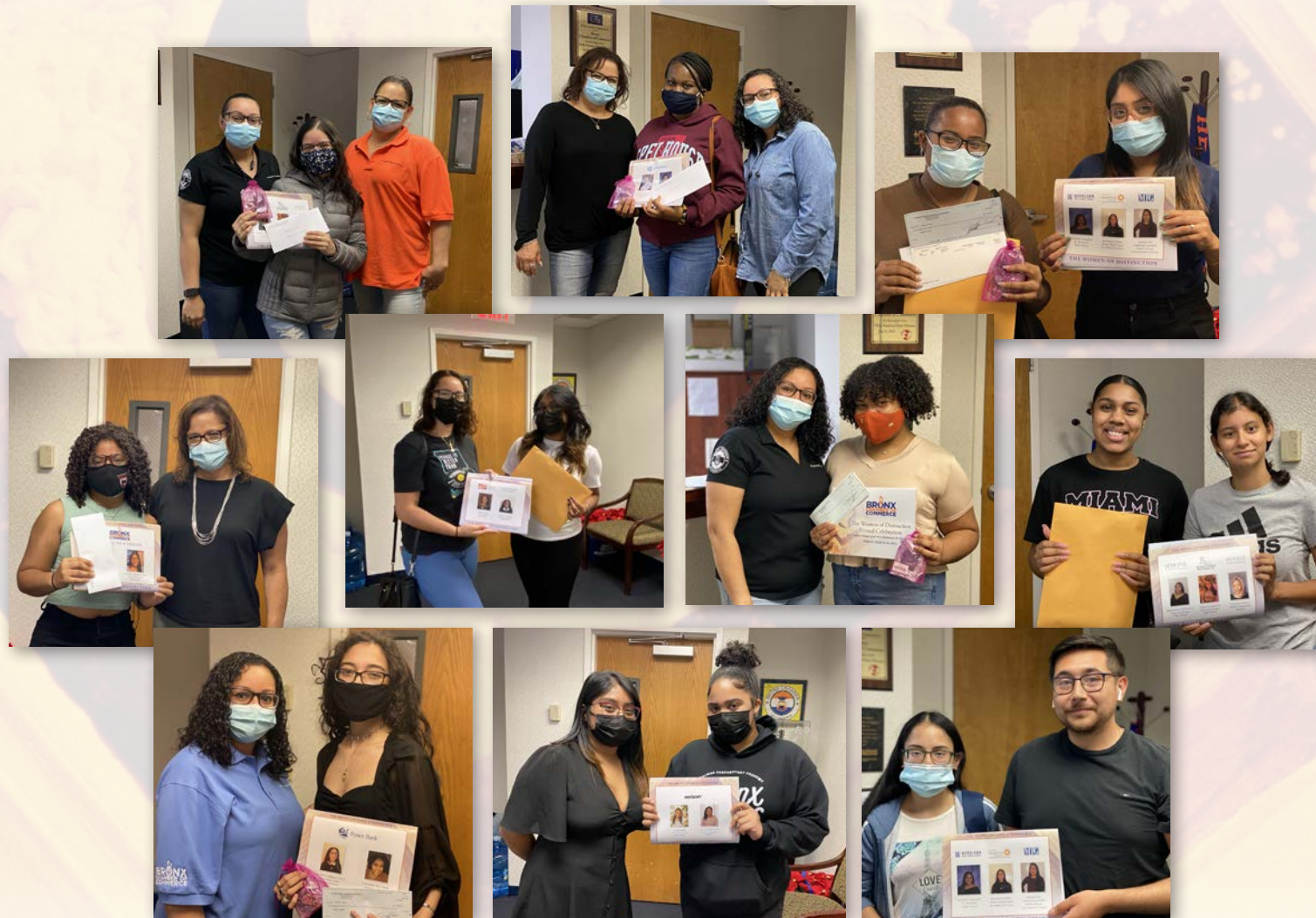
The Legislative Committee works directly with the Bronx Chamber of Commerce to advocate for improved economic conditions within the borough. This group also works to enhance the interaction between Bronx Chamber Members and public officials. Advocacy has emerged as one of the most significant areas that 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.

ANNUAL EVENTS

WOMEN OF DISTINCTION SCHOLARSHIP RECIPIENTS

The Women of Distinction event was held virtually awarding a record number of 20 scholarships thanks to the generosity of the following sponsors:

Con Edison, Ponce Bank, Metro Optics, Empire City Casino, Simone Development, The Monroe Foundation, The Woodlawn Cemetery & Conservancy, Sandra Erickson Real Estate, Inc., Manhattan Parking Group, Orange Bank & Trust, KZA Realty Group, NYC Councilman Mark Gjonaj and Verizon.



ANNUAL EVENTS

GOLF OUTING

Many thanks to the 136 golfers and dinner guests who came out to support our Annual Golf Outing, helping us to raise a record \$70,000.

A great day was had by all!



THE BRONX
IS BACK IN BUSINESS

THANK YOU TO ALL OUR SPONSORS

**MONROE COLLEGE /
THE MONROE FOUNDATION**

SIMONE DEVELOPMENT
DJ AMBULETTE SERVICES, DBA CITY CARE
FIDELITY NATIONAL TITLE INSURANCE COMPANY
OPTIMUM
THIRD AVENUE B.I.D.
BRONX CARE HEALTH SYSTEM
RITECHECK

ORANGE BANK & TRUST COMPANY
METRO OPTICS EYEWEAR
GREAT PERFORMANCES

KZA REALTY GROUP, INC.
HAVANA CAFÉ
CHATAM MANAGEMENT CO., INC.
THE WOODLAWN CEMETERY & CONSERVANCY

F & F INSURANCE
MORRIS PARK REALTY GROUP
CMIT SOLUTIONS OF MANHATTAN
TOLI MANAGEMENT CORP.

HOLIDAY CELEBRATION



END OF YEAR WEBINARS

BOEDC + BOEDC Webinar: Tax Considerations

BOEDC + BOEDC Webinar: Tax Considerations

FINANCIAL CONSIDERATIONS
For Bronx Small Businesses

You asked, we delivered! In response to feedback from our networks, The **Bronx Chamber** & **BOEDC** are co-hosting a **FREE** 2-part webinar series to provide valuable insights from experienced Chamber Member business representatives:

Tuesday, Dec. 14 5:00 - 6:00 pm
Understanding your Cash Flow:
Learn about the 'cash flow circle,' merchant services, bundling products + services, being loan ready, & fraud protection

Thursday, Dec. 16 5:00 - 6:00 pm
Tax Considerations for Individuals & Business Owners:
Learn about the proper credits and deductions, along with federal, state, and local tax requirements; how to choose a business entity that works best for your goals; year-end strategies to save on your taxes and be prepared; New Year's resolutions to start off on the right path to success.

Hosted By:
BRONX CHAMBER OF COMMERCE **BOEDC** The Bronx Overall Economic Development Corporation

Featuring Expertise from Bronx Chamber members:
PARALEGALS FOR THE COMMUNITY **TD Bank** America's Most Convenient Bank® **Bronx Tax Man** Bookkeeping Accounting Tax Services

Register: bit.ly/BronxBizSeries

What is Merchant Solutions?
Merchant Solutions allows Business Customers to manage, grow and protect their Business.

TD Merchant Solutions provides a suite of products that allow for a Business to accept a variety of payments, including credit and debit cards. Small Business Customers can sell more by increasing the number of payment options that are accepted at their Business.

TD Merchant Solutions makes it easy for Small Businesses to accept payments:

- In Store
- In the Office
- Online
- Mobile/On-the-go

Fun Fact:
40% of Americans prefer to pay with credit cards, 35% with debit cards, and only 11% with cash*

psdigital
HOW TO THRIVE
WITH THE 5 FOUNDATIONS OF ONLINE MARKETING
IN THIS RAPIDLY CHANGING WORLD.

GOOGLE MY BUSINESS (GMB)

1. Claim your Business Profile and make sure YOU are the Primary Owner
2. Collect & Respond to Reviews
3. Complete every Section
4. Be meticulous with contact information - Name, Address, Phone, Website, Hours
5. Select primary and secondary categories
6. Mark off applicable attributes - there are options available for your specific
7. Write a complete "from the business" description
8. Publish Posts Weekly and Add your Website As a Button
9. Upload Photos Weekly
10. Answer Questions as They Come In
11. Add your Products and/or Services
12. Mobile Only: Set Up Messaging
13. Maintain your Business Profile, Staying on Top of New Features

REVIEWS

Build Trust

- 84% of people trust online reviews as much as a personal recommendation.
- 87% of people say that a business needs 4-5 stars before they start using them.
- 51% of users use search engines to find contractors
- 70% of people will leave a review if you ask them.

How to Ask for Reviews

- Ask when the customer is happy
- Ask right after the service is completed
- Ask for feedback so you can help if they are unhappy

How to Respond to Positive Reviews

- Give Thanks
- Mention the service you did for your response
- Invite customers to share their experience
- Share the review on your social media

How to Respond to Negative Reviews

- Acknowledge the issue
- Apologize
- Provide some explanation (if necessary)
- Invite the user to discuss off line

Cash Conversion Cycle

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graph TD
    A[Revenue from Sales] --> B[Cost of Goods Sold]
    B --> C[Net Income]
    C --> D[Operating Expenses]
    D --> E[Net Income]
    E --> F[Operating Expenses]
    F --> G[Net Income]
    
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THE BRONX IS BACK IN BUSINESS 2021 GALA

While the past 18+ months have been filled with challenges and hardships for many businesses and individuals, the response by our community has also demonstrated the strength, resilience and heart of the Bronx. At this year's Gala The Bronx Is Back In Business on September 30th, we highlighted individuals and organizations that made an outstanding impact on our community through the challenges of COVID-19; with their inspiration, leadership and support, along with that of our sponsors, the Bronx is on a steady path to recovery. We were so proud to have over 500 guests attend our Gala and raised over \$70,000 for the Bronx Chamber Foundation.

HONOREES:

Ruben Diaz, Jr., Bronx Borough President: Distinguished Service Award

Aurelia Greene, former Deputy Bronx Borough President: Lifetime Trailblazer (posthumously)

Marcos Crespo, Montefiore Health System: Excellence in Healthcare Award

Philip Grant, Hunts Point Produce Market: Organizational Leadership Award

Lucy McMillan, Arnold & Porter: Chamber Partnership Award

Bill Tipacti, Univision NY: Chamber Partnership Award

Special award to the **Cardinal Hayes High School Track Team** for Innovation in Student Athletics

SPONSORS:

Amazon, Arnold & Porter, Con Edison, DJ Ambulette, Great Performances, MBD Community, The Metro Optics Group, Monroe College, Montefiore, Ponce Bank, Rite Check, RXR Realty, Simone Development, and Woodlawn Cemetery and Conservancy

MASTER OF CEREMONIES:

Rob Walsh, 1010 WINS (Bronx Chamber board member)



NETWORKING EVENTS



Yankees Networking Event



Summer Sunset Networking



SBRN Bronx Mixer 11/4: co-hosted by Woodlawn Cemetery and Conservancy, refreshments sponsored by Great Performances



New Member Breakfast

GRAND OPENING EVENTS



Ponce Bank Grand Opening



ValueTax Grand Opening



JV Public Relations NY Grand Opening



Ridgewood Savings Grand Opening



RXR Groundbreaking



Great Performances Ribbon Cutting



Orange Bank Grand Opening

COMMUNITY AND BUSINESS EVENTS

CHAMBER IN THE MEDIA



Staples Donation Event



NYC Football Club Gathering



Earth Day Cleanup with MGM Casino



Hometown Heroes Tickertape Parade



Sol Cacao, Mastercard Award Ceremony

THE BRONX CHAMBER OF COMMERCE HAS BEEN FEATURED IN THE FOLLOWING NEWS OUTLETS:

CRAIN'S

news12
THE BRONX

THE HUNTS POINT
Express
Serving Hunts Point and Longwood

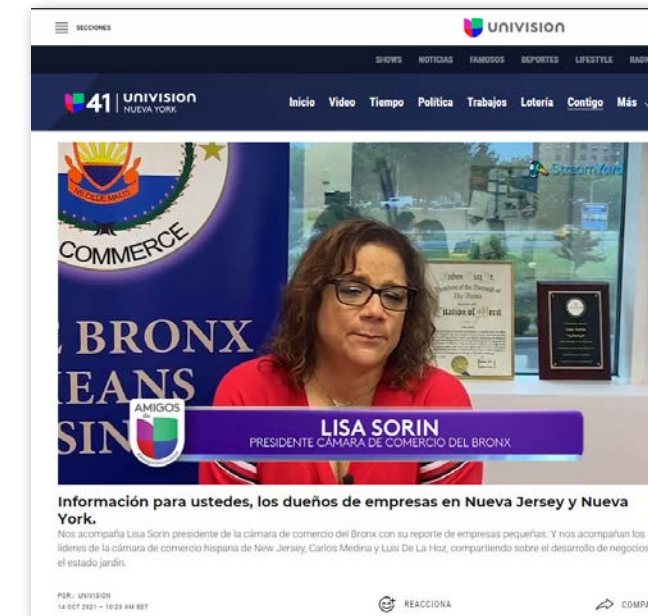
QUEENS
Chronicle

UNIVISION

BRONXNET

SPECTRUM
NEWS NY

BRONX**Times**



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

GET CONNECTED



LOOKING AHEAD: 2022 EVENTS

While the immediate needs and circumstances of the pandemic redirected many of our efforts toward business recovery in 2020 and 2021, the Bronx Chamber is eager to move boldly in the direction we have been planning for: to expand opportunities for our members to connect with each other, access business education and growth resources, and increase their visibility in the Bronx business community, while continuing our vital legislative advocacy work at all levels of government.

During the coming year, we look forward to providing our members and extended network with a robust calendar of events, including virtual and in-person business education workshops on a variety of topics ranging from financial health, marketing, legal considerations, hiring & other human resources, and more; in-person Networking Mixers; New Member Breakfasts; committee gatherings; and of course, please save the date for our Signature Events!

- **Women of Distinction Event & Scholarship Event:** Friday, March 25, 2022
- **Annual Golf Outing:** Tuesday, June 21, 2022
- **Annual Gala:** Thursday, September 29, 2022

In addition, the Chamber is preparing to launch a brand-new Sponsorship program in 2022 to provide our members with ample opportunities to elevate brand awareness and promote their offerings. Our membership services team looks forward to partnering with you to help achieve your business goals by leveraging our platform of engaged members and extended partner network, whether it's via a single event sponsorship, a marketing "bundle" from our forthcoming A La Carte menu, or an annual package tailored to your specifications.

BOARD OF DIRECTORS

OFFICERS

Joseph Kelleher
HUTCHINSON METRO CENTER
Chairman of the Board

Michael Brady
THIRD AVENUE BID
Vice President

Hon. June Eisland
EISLAND STRATEGIES, LLC
Vice President

Sandra Erickson
SANDRA ERICKSON REAL ESTATE, INC.
Vice President

Greg Gonzalez
MANHATTAN PARKING GROUP
Vice President

Stephen Jerome
MONROE COLLEGE
Vice President

Geri Sciortino
BRONX DESIGN GROUP
Vice President

Kathy Zamechansky
KZA REALTY GROUP INC.
Vice President

Anthony Mormile
ORANGE BANK & TRUST COMPANY
Vice President & Treasurer

Vanessa Baijnauth
RAJA'S GENERAL MECHANIC
Assistant Treasurer

Barry Fitzgerald
F. AND F. INSURANCE SERVICES
Secretary

John Collazzi
BRONX CHAMBER FOUNDER
Assistant Secretary

Jeffrey Underweiser
UNDERWEISER & UNDERWEISER, LLP
Legal Counsel

BOARD OF DIRECTORS

Kevin Alicea
HAVANA CAFE

Vincenzo Aprea
APREA AIR INC.

Ed Birdie
NEW YORK POWER AUTHORITY

John Bonizio
METRO OPTICS EYEWEAR

John Cavelli
WILDLIFE CONSERVATION SOCIETY/
BRONX ZOO

Leslie Chiorazzi
CMIT SOLUTIONS

Joseph Coleman
RITECHECK CASHING

Elizabeth Figueroa
NEW YORK BOTANICAL GARDEN

Joseph Gallitto
DJ AMBULETTE SERVICE

Jessica Gonzalez
AMERICAN MAINTENANCE 3 JANITORIAL
SERVICES & SUPPLIES CORP.

April Horton
VERIZON

Rhonda James
E218 EVENTS MANAGEMENT

Michael Max Knobbe
BRONXNET

Kenny Leandry
NEW YORK YANKEES

Clarence Lildharrie
CERTIFIED ALARM TECH SYSTEMS, INC.

Franco Marciano
ENSIGN ENGINEERING, P.C.

Madeline Marquez
PONCE BANK

John McEvoy
ALTICE USA

Nicole McNulty
APPLE BANK FOR SAVINGS

Liz Neumark
GREAT PERFORMANCES

Laura Plunkett
MERCY COLLEGE

Sigfrido Rivera
TD BANK

Eliezer Rodriguez
HGAR - HUDSON GATEWAY
ASSOCIATION OF REALTORS

Barbara Selesky
THE WOODLAWN CEMETERY

Joanna Simone
SIMONE DEVELOPMENT

Ron Spurga
UNITED METRO ENERGY

Steve Squitieri
D-J AMBULETTE SERVICES, INC. /
DBA CITY CARE

Janet Vasquez
JANITORIAL MULTI SERVICES LLC
& JV PUBLIC RELATIONS

Robert Walsh
MANHATTAN COLLEGE

LETTER FROM THE CHAIR

I would like to take this opportunity to introduce you to the New Bronx Chamber of Commerce Foundation Board.

Please join me in welcoming the ten members who will lead all efforts Foundation-wide. Welcome aboard Joseph Coleman, Taryn Duffy, Sandra Erickson, Elizabeth Figueroa, Joseph Kelleher, Madeline Marquez, Jennifer Rivera, Daisy Rodriguez, Jeffrey Underweiser and Michael Zarrilli. These individuals are passionate about the Bronx – its businesses, community organizations and residents. I know they are ready to roll up their sleeves and get to work. I'm confident that their commitment and involvement will steer us in the right direction.

This year the Board has worked to implement an internal structure and establish priorities. We have successfully structured our Board to best leverage the talents of our members and fulfill the Foundation's mission.

We are living through unprecedented times, but what gives me hope is our unmatched and unprecedented commitment to respond to the needs of the communities in the Bronx. While we know the lasting impact we seek to make will take time, there is no doubt that this vision can only be actualized with the support and generosity of our donors.

On behalf of our dedicated Board, I offer my sincere gratitude to all of our donors, nonprofit partners, advisors and others who have shared their generosity with the Foundation. Thank you for inspiring us and joining us in building the Bronx together.

April Horton
FOUNDATION CHAIR



FOUNDATION MEMBERS

April Horton, Chair
Sandra Erickson, Vice Chair
Madeline Marquez, Treasurer
Elizabeth Figueroa, Secretary
Joseph Coleman
Taryn Duffy
Joseph Kelleher
Connie Lobdell
Jennifer Rivera
Daisy Rodriguez
Jeff Underweiser
Michael Zarrilli

MISSION STATEMENT

The Bronx Chamber of Commerce Foundation is dedicated to fostering business education, training, mentorship and leadership opportunities for small & mid-size Bronx businesses, economic development and equity-oriented nonprofits, and other community organizations.

BxCCF will support Bronx business growth by: facilitating success of Minority and Women-Owned Businesses (MWBE); coordinating business-related internships and other career development activities; serving as a hub of connection to facilitate institutional partnerships and other public-private collaborations; and promoting the Bronx as a place to do business.

- Provide scholarships for Bronx students to assist in their pursuit of higher educational opportunities focused in business.
- Offer educational programs in support of small businesses to positively impact economic growth and job creation in the Bronx, provide businesses with training to enhance skills and meet the needs of an increasingly competitive marketplace.
- Assist individuals who are interested in starting up a new business, advise and train them in the necessary basic steps such as creating a business plan, financial lending, obtaining licenses and permits, and insurance.
- Work with businesses to focus on internal and external communications skills, procedures and tools to grow and prosper.
- Small Business Disaster Recovery Planning.



LISA SORIN
President



SARA BONIZIO
Capacity Builder



DOLORES SALDANA
Finance Manager



FRANCISCO AGUILAR
Membership Manager



TONISHA HURD
Administrative Executive



CHANEL PEREZ
Programs Associate



DARRY SALDANA
Small Business
Outreach Specialist



JULIUS BUDD, JR.
Small Business
Resource Network Specialist



GISELLE SORIN
Marketing and
Administrative Support



MEGHAN FERRELL
Finance Assistant



TONY BILLUPS
Avenue NYC Program Manager



ANNA REYES
Former Small Business
Resource Network Specialist

CHAIRMAN /CORPORATE CIRCLE SPONSORS

CORPORATE LEVEL MEMBERS



CHAIRMAN'S CIRCLE MEMBERS

