



Business Development Minutes

February 10, 2023

Attendance : Fran Kuhn , Max Slusher, Chair, Samuel Ware, Jim Drew, Jon Schleifer, Paul McClellan, Michael Chait, Karen McCormick, Romeo Ruddick, Steven Stokes, and Sherrise A. Moten

Absent: Dr. Leamor Kahanov, Neal Bellinger, Alan Beatty

Notes: Stephanie Koch resigned, and William McCue transferred to a new position.

The meeting was called to order by the Chair Mr. Slusher at 9:05am. The minutes from the prior meeting were tabled and were not circulated.

Executive Director's Report:

Mr. Kuhn met with the team from Atlantic County Economic Alliance. They are working on the One Stop Operator /Career Service RFP. The team is working on submitting a first draft. He confirmed a meeting with the Atlantic County Administration that has identified the Intergenerational Services Department as a respondent for the RFP. Mr. Slusher wanted to know how many employees would be affected. Mr. Kuhn confirmed 14 total, 5 Youth Services and 9 Adult/Dislocated Worker staff. He confirmed the order of the WDB contract process and once contract is awarded, contracts will continue to run through the Executive Director.

Mr. Kuhn reported the meeting at Stockton University, held as part of a research project conducted by the LIGHT Institute at Stockton. The highlights included employer's prioritizing teamwork over time management and additional emphasis placed on team building/ soft skills as primary job readiness skills desired. The Local 54 expressed that increase in wages has helped stabilize some of the workforce shortages. Paul McClellan(State Employment Services) added the New Jersey Department of Labor has over 4,000 license dealers in the database. The state will prepare outreach specific to this audience that could assist Caesar with their Blackjack needs.

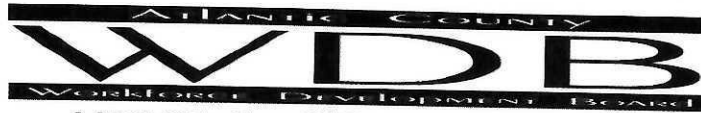
Jim D. (Borgata) confirmed shift preferences are given to older dealers, but swing shift is the most popular. Jim added certification are no longer required at the Borgata if you can demonstrate you know how to play the game. Karen M. (ACCC) added most students are directed to Bally's after completion from schools, then move on after becoming more experienced with the game.

Romeo R. (Stockton) confirmed that the summer program will include 40 students in the Live, Learn and Earn program. The casino will pay for the students housing for the summer.

Michael C. (AC Chamber) stated the City of Atlantic City is having an issue with hiring, positions such as Class #2 police officers and public works department employees . Mr. Chait agreed to forward article to the committee. Karen M. (ACCCC) reported 200 students pursuing RN at Atlantic Cape, of that the second-year students should be graduating at a rate to include about 70-80 students.

The Chairman's report:

The Chair confirmed that every 20 years the count for available nurses appear to decrease. The impact of baby boomers retiring, has negatively affected the labor market. Mr. Slusher reported that ACEA is



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working on a 2.2 million aviation automation project (baggage debris mechanics). He mentioned the 30,000 BATELLE graduation for the drone program, UAV training with the Boys and Girls Club of Atlantic City. He continued with the 40,000 sq.ft. land clearance that includes the 18- million already contracted for the area and the project is more than halfway completed. He concluded by complimenting Atlantic Cape on the completion of the third building in Mays Landing.

Mr. Kuhn reported on his meeting with Mahogany three weeks ago and the increase in employees from 100 to 165 using 16 CNC machines. They are looking for CAD/ CNC operators.

Mr. Kuhn reported Atlantic City Electric conducted a second graduation with the Atlantic City Infrastructure Program. They had over 200 in attendance, and numerous employment prospects for the graduating class.

The community is still discussing offshore wind funding. Mr. Kuhn discussed training cost per person student @ \$39,000. Mr. Kuhn stated WDB cannot cover the cost even though Orsted will have 25 wind turbine technician positions available. The training will take place at Rowan University and Bungalow Park in Atlantic City as the base of the operation. Mr. Kuhn added the following facts:

- They will provide a shuttle from AC to class location
- They will hire by October
- It is a five-month employment opportunity
- 40% total population geared toward under-served population
- The financial aid will cover tuition \$17,000 total cost is \$39,000

Mr. Kuhn concluded the meeting directing his comments to S. Stokes regarding having reliable transportation to the Union locations, and the meter exchange positions. The plan is to build in support for the public assistance customers to provide driver's ed for driver's licenses.

Sam Wear's (State) report included Kellogg's (Eggo Company). They are looking for maintenance mechanics at the Williamstown address. Casinos are looking to Vineland to create a non-stop bus line.

The Chair requested a motion to adjourn at 10:05am. Motion by Jim D. second by Karen M.

Respectfully Submitted ,
Sherrise A. Moten
Contract Administrator/Board Liaison