



2 South Main Street 2nd Floor Pleasantville, NJ 08232
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Business Development Minutes

March 1, 2024

Attendance : Max Slusher, Sherrise A. Moten, , Michael Chait, Sherwood Taylor, Jim Drew, Jon Schiefer, Alan Beatty, Bruce Weekes ,Jean McAllister

Absent : Fran Kuhn, Sam Ware, Steven Stokes, Paul McClellan, Carol Braff and Erik Ditzio

The Chair began the meeting with the roll call and the introduction of a new member Bruce Weekes from Jewish Family Services of Atlantic County . He requested a motion to pass the previous meeting minutes. Motion Mr. Beatty, second Mr. Drew motion passes with in one abstention(Mr. Weekes) . Minutes were approved without discussion.

Program Marketing:

The Chair requested an update on Grant Associates and asked if there are marketing campaigns being prepared for the job vacancies. Mr. Chait, Mr. Taylor and Ms. Moten provided several website updates to the Chair confirming the efforts of the vendor to fill the positions prior to their arrival (LinkedIn, Indeed and Grant's Careers site). Ms. Moten provided the committee with the update stating ACWDB will meet weekly with the vendor until the start date. The start date is unknown due to the contract amendment that includes the "Right to Cure" clause. After further discussion Ms. Moten shared the contract should be back any day after the legal review period. Ms. Moten stated the vendor has 12 positions to fill and only three current employees actually interviewed. Mr. Taylor confirmed the vendor is aggressively reaching out to individuals to fill positions. Ms. Moten confirmed that they are definitely looking for a local person to fill the One Stop position. Ms. Moten confirmed that Grant Associates will provide an update on hires at the next meeting and will report back to the committee. She shared the point of contact has been changed from Vanessa Preston to Nisha Jackson a Vice President specializing in WIOA. The Chair was concerned with a break in services to the customer. Ms. Moten described an overlap between the current staff leaving and the new staff starting.

Ms. Mc Allister questioned the operation that has placed ACWDB here. Mr. Slusher described the process and how the state mandated a requirement with firewall in places. Ms. Moten added we are not he only Workforce Development that had to comply.

Ms. Moten shared information on the previously forwarded flyers, regarding the job fair hosted by the County, Egg Harbor Township High School and the mobile resource academy at Stockton's Pomona campus.

Ms. Moten requested feedback from the committee on the TEGL 3-23 that was emailed to the committee. The Chair commented that we should hire a consultant and Mr. Chait wanted to have further discussion



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on what that looks like. Mr. Drew offered a suggested on looking at movie theaters , Mr. Chait thought that was a bad idea unless you can schedule the release of the commercial during a block buster movie which would be an expanded audience.

Update AC Chamber Events:

Mr. Chait discussed his 100 businesses in 100 days campaign. He will begin this campaign in mid-March. They are continuing the use of You Science and his partnership with Mainland Regional . They are first to have the results , starting with 7th graders. He discussed over 400 students surveyed in E.H.T. of them 11 were likely to stay in this area. Mr. Slusher added over 20,000 is spent on the education of our youth 30,000 of our youth are exported out of New Jersey. The goal is to show them what exist in New Jersey/ Atlantic County. Mr. Beatty offered to continue this effort to attend the high schools in the area to conduct presentations. Mr. Schiefer added the FAA is already in the schools making the same presentation. Mr. Schleifer added that he could hire an applicant directly from a resume with a computer science background. They will not have to go through the NJJOBS website. He discussed the ABSTEM Program, although selective they are very interested in the talent in the area, confirming over 8,000 students in the program per year. The FAA will have 5 internships and the process will be forth coming this spring. Please check web site.

Mr. Slusher requested the employment report sent by Mr. Kuhn to be forwarded to the committee prior to the next meeting.

Mr. Drew confirmed the Borgata job fair on April 13th. He will forward a flyer as soon as possible.

The Chair requested a motion to adjourn motion by Mr. Drew second by Mr. Chait. Meeting concluded at 10:10am .

Next meeting April 5th

Submitted by
Sherrise A. Moten
Contract Administrator/ Board Liaison

Note : April 5th meeting cxld per Chair.