



2 South Main Street 2nd Floor Pleasantville, NJ 08232
Telephone: 609.485.0153 Fax: 609.485.0067

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 in new position.

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

Executive Director's Report:

Mr. Kuhn met with the team from ACEA team. 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 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 Dislocated Workers. He confirmed the order of the WDB contract process and once completed contracts will continue to run through the Executive Director.

Mr. Kuhn reported the meeting at Stockton University. The highlights included teamwork, team building/ soft skills. The local union reported 54% increase in wages. Paul McClellan(State) added the New Jersey Department of Labor has over 4,000 license dealers in the system. The state will prepare outreach specific to this audience that will assist partner Caesar Casino Hotel 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 Greater) 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 nurses 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 and baby boomers are retiring, this is negatively affecting the market. Mr. Slusher reported that ACEA is working on a 2.2 million aviation automation project (baggage debris mechanics). He mentioned the 30,000 MATEL graduation, UAD 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



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is more than halfway completed. He concluded by complementing Atlantic Cape on the completion of the third installation (building) in Mays Landing.

Jon S. (FAA) spoke briefly about the Verizon digital twin real world applications.

Mr. Kuhn reported on his meeting with Mahoney three week ago and the increase in employees from 100 to 165 using 15 machines. They are looking for CAD/ C & C operators.

Mr. Kuhn reported Atlantic Electric conducted a second graduation with the Atlantic City Infrastructure Program. They had over 200 in attendance, and several 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 Ernstead will have 25 wind turbine technician positions available. The training will take place at Rowan University and Bungalow Park in Atlantic City is the base if 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 burden
- The financial aid will cover tuition \$17,000 total cost is \$39,000

Mr. Kuhn concluded the meeting with directing his comments to S. Stokes (Union) 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.

Sam Ware's (State) report included Kellogg's (Ego Company). They are looking for maintenance mechanics at the Williamstown address. Casinos are looking for Vineland 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

Next Meeting April 21st 9:00am