



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

Business Development Committee Minutes

April 22, 2022

Attendees:

Fran Kuhn Sherise A. Moten Max Slusher Mike Chait Jim Drew Allen Beatty

Jean McAllister William McCue

Absent: Karen McCormick Paul McClellan Jon Schliefer Stephanie Koch Charles Wimberg

The Meeting was called to order by the Chair, M. Slusher at 9:05am.

The minutes were approved with a motion by M. Chait and seconded by A. Beatty. Minutes were unanimously approved.

Mr. Kuhn introduced a new sub-committee member William Mc Cue, who brings 25 years' experience as the Deputy Chief of Records and Identification at the DGE.

Mr. McCue began his report by reporting a decline in jobs in the casino industry by 4500 during a period between February 2020 and February 2022. Atlantic City's casinos have 2000 jobs posted (available). DGE has created a new agenda item, to get involved in the industry, to assist in getting these positions filled.

J. Drew shared that the Borgata is still experiencing a job shortage specifically with housekeeping, after only hiring four attendants after hosting two job fairs.

Mr. McCue agreed to work along with the casino's Human Resources team and DGE's Caroline Decker from HR to assist with reducing intake time with potential employees. He also shared information with the committee about online gambling, including sports betting, and how that is affecting Atlantic County's employment numbers. The DGE is working on internet and other technology companies that appears to be over 50 companied. Tracking an actual number is a challenge stated Mr. McCue. The connection to the brick-and-mortar casino is the link to increased numbers.

February DGE Registrants	March DGE Registrants
275	500

The Chairman was encouraged about the new partnership with DGE and how with this new information we will have a plush and banner summer in Atlantic City.

Indeed, may be a source for Online jobs. Mr. Kuhn offered to connect with Indeed for the next meeting. The unemployment rate has decreased to 7.4% in Atlantic County to 6.6%, for the period between January and February. The two-point decrease is behind the state.



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

Mr. Kuhn shared that the rates for CNS's have increased to \$16.00 per hour and will increase to \$18 in two years. This increase will be helpful to the recruitment team at Meadowview.

Mr. Beatty included information regarding healthcare not being able to support significant increases nor will the reimbursements be able to support this type of adjustments on labor. Mr. Beatty explained the effects on Medicare, private payees, and the insurance carriers.

The discussion moved to the Borgata at a Stockton Event "Summer Experience". This event will pay for housing for students when they get hired. J. Drew stated they sent out 200 emails to attract students.

Ms. McAllister had several opposing questions to reducing the training hours of her students. She was not aware of Atlanticare looking to reduce training hours with another institution. Her concern was with who is paying for this increase and how do we increase participation in the training program. Mr. Slusher agreed that the hours should be cut. Ms. McAllister stated the focus should be on students and employers. Mr. Slusher submitted an idea to ACCC to return to the older community of possible nurses in the area to meet the demand.

Ms. Mc Allister was very clear that there are two types of Medical Assistants being hired by Atlanticare. Due to the demand, Atlanticare was hiring non-certified Medical Assistants. Atlantic Cape's program is a *certified* Medical Assistant program, which Atlanticare hires from to meet the demand. Ms. McAlister mentioned that the college's certified program is financial aid eligible, and the hours could not be changed at this time but would advise Mr. Taylor, ACCC Executive Director of Workforce Training. McAlister asked if the level of compensation was the same for certified as non-certified?

Mr. Kuhn will communicate with L. Smith since Rick Lovering will be retiring from Atlanticare, on CNA's, medical assistant, and the possibility of hiring from overseas. The discussions continued with questioning the staffing /training levels and competing academia. Mr. Kuhn will report back.

Mr. Kuhn confirmed that the Assistant Commission Mr. Bailey has no problem funding both the I.T.A. and the O.J.T. participants who are moving into employment. This is another piece that we did not have before. Mr. Kuhn confirmed 8400 unemployed and from this number we will be able to reach some of the more season nurses to consider using their credential again.

Mr. Kuhn gave an update on the increased budget (\$60,000) for advertising to reach TANF and SNAP households.

The meeting ended confirming from the Chairman that bringing new members to expand our group think and the possibilities is wonderful.

Motion to conclude meeting by Slusher and seconded by McAllister at 10:40am.