



2 South Main Street 2nd Floor Pleasantville, NJ 08232
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Business Development Minutes for August 12, 2022

Attendees: Fran Kuhn, Max Slusher (Chair), Mike Chait, Sherrise A. Moten, Jean Mc Allister, Erik Ditzio, Paul McClellan, Jim Drew, Alan Beatty, Steven Stokes, Joe Calio

Absent: Stephanie Koch, Karen McCormick, Jon Schleifer, Sherwood Taylor, Neal Bellinger

The meeting was called to order by the Chair Max Slusher at 9:05am.

Mr. Kuhn called for a motion to approve the minutes from the June 24th meeting. Motion by Jim D. and seconded by Alan B.

Mr. Kuhn presented the unemployment rate as 4.7% with 6,100 citizens receiving unemployment; therefore the labor force increase went from 12,700 to 12,900. The statewide rate is 3%. He continued the discussion with the current lack of employees through the county and J. Calio agreed. Confirming having one person in OJT program and one person had to withdraw employment due to personal issues. Joe C. confirmed turning away 8% of new hires last month and they are looking for more skilled individuals. Jim D. stated that the Borgata is still hosting job fairs every Wednesday. Paul M. confirmed the One Stop numbers have been increasing, reporting 10 in person appointments. Jean M. concerned about having the potential employees attend ACCC then return back to the employer more prepared. Mr. Kuhn wants to continue working with the high schools to increase participation in a pre-apprenticeship structure.

Michael C. shared the success of a previous meeting with several high schools and how the engagement led to developing a web site that will sort by internship and apprenticeship. This will aide in making a connection to education and business.

Mr. Kuhn met with Jerret Barnes the Director of Health and Human Services from Atlantic City last month, in hopes of establishing a partnership. Michael C. agreed to assist with the connection. Michael shared information about several conventions hosted in Atlantic City and how vendors did not feel safe walking with valuables from the hotel to the convention center. He stated the area feels like "Camden."

Mr. Kuhn shared that 70 youth in SYEP obtained employment with a funeral home, Atlantic Electric, the Board of Elections, a power washing company just to name a few. The Department of Labor wants to connect incumbent worker training to the apprenticeship processes. WFNJ wants to establish transitional jobs. Those people that are chronically unemployed have a history of unemployment or do not have a history of working, this gives them the opportunity and the employer the opportunity to engage together without the requirement of them having to keep that person at the end of that period. Mr. Kuhn went on to say, if they have a 4-month contract we can pay up to 100% of the wages for that period of time. The employer has no obligation to keep them .



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Joe discussed a problem with hiring potential employees that live at the Atlantic City Mission and the required hours they allow to enter. Working night shift for most will cause them to lose their positions. Mr. Kuhn stated that is why it is very important to have a job coach working with them, and it critical to have support services in place. Jean M. stated people are really feeling the pinch of transportation, food, and health care cost.

Jim D. discussed the recent wage increase and how it affected the increase with students while paying for summer housing as an incentive. This program was attractive for most casino not just the Borgata. He confirmed that Borgata hires individuals starting at age 16.

Atlantic City Electric is looking to recruit for a project with a meter exchange program with KCI out of Georgia. They are attempting to hire in the first cohort 45 targeting the underserved population in just Atlantic City. The second cohort will begin in January 2023. ACCC has a separate program funded through WFNJ for the Workers and Sustainable Employment that will prepare the construction and skilled trades test. We did receive a grant with a sizable amount of funding, and we will be working with Atlantic City Electric to disburse in the community. The expected wage will be at least \$30 per hour. S. Stokes confirmed union participation in IBEW for students of the program.

S. Stokes began his discussion by stating the union wages are \$22. per hour. He shared information about a land purchase for under water welding training and an additional training site in Mullica. He shared how the mind-set for recruitment in the union is a 30-year commitment.

Max S. shared concern about offshore wind and how he has been having discussions on how Atlantic County will benefit.

Mr. Kuhn reiterated the registered apprenticeship program for CNA due primarily to the short training time. WFNJ is trying to find a business partner. He is also looking for a private company to develop an apprentice process for electricians. The big piece is constructions and the connection with the unions. S. Stokes stated the unions are always recruiting. The unions have open testing anytime you want, and they are looking to find folks with reliable transportation and a passion for starting a career. He recommended everyone review the website: Eastern Atlantic State's Regional Council of Carpenters.

Final comments to Resdale Joe Calio for joining the committee from the Chair and Mr. Kuhn.

Mr. Kuhn requested a motion to adjourn motion by Mike C. second by Jim D.

Meeting concluded at 10:05am.

Next meeting October 12th

Respectfully submitted,

Sherrise A. Moten
Board Liaison