



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

Business Development Minutes
October 14, 2022

Attendance: Max Slusher, Fran Kuhn, Samuel Ware, Erik Ditizio, Joe Calio, Jim Drew, Alan Beatty, Stephanie Koch,

Absent: Jon Schleifer, Paul McLellan, William McCue, Sherwood Taylor, Jean McAllister, Neal Bellinger, Steven Stokes, and Michael Chait

The meeting was called to order by the Chair Mr. Slusher at 9:05am. He began the discussion about the minutes, a motion was made by Alan B. (Shore Medical), seconded by Jim D. (Borgata). Motion passed for approving the August minutes.

Mr. Slusher began discussions about wage increases with workers coming back to the Atlantic City area. Jim D. (Borgata) had between 20-25 new employees, with Wednesday job fair offering on the spot interviews and offers. Mr. Kuhn confirmed Caesars is looking for 100 dealers. Casino jobs are not listed as an In-Demand occupation by the state. In order to place these jobs on the demand occupation list, the agency would need two letters from two casinos supporting this effort.

Jim D. (Borgata) stated that it would be a great idea to reach out to online casinos. He stated the demand is constant. Stephanie K. (Boys and Girls) offered to provide committee with a contact for the online gaming industry.

Mr. Kuhn shared information about hosting a meeting with Atlantic City High School and staff. He wants to offer an opportunity for PACE grant information with the schools. This is a Pre-apprenticeship Grant post-secondary opportunity. Stephanie K. met with a construction company and would like more information from WDB as it pertains to PACE.

The Chair continued the discussion regarding the rail line and jitney challenges for employees. He also mentioned Pascale Sykes and the ending of their funding for the English Creek Shuttle.

The healthcare industry report was provided by Alan B. (Chair of Healthcare Committee). He stated the partnering schools are assisting with students. He mentioned the high turn-over rate with certain positions like CNA's. The starting salary is 16-18 per hour for the county nursing home while many of the private nursing homes are offering 18-20. Medical assistants continue to be a primary need for area medical facilities. The retirement numbers have increased across the board and affected everyone in Human Resources. Rowan University did start a four-year program for respiratory therapists; however, it will be a few years before we see actual qualified staff, Alan B. confirmed. Currently, Brookdale of Ocean County has an agreement to provide instruction in Atlantic County as part of Atlantic Cape's two-year respiratory therapy program. Alan had a meeting with Cape May Vocational Technical School, that confirmed they will receive a 19 million dollar grant to begin new programming that will include a Medical Assistant Program.



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In the past, Mr. Kuhn had a discussion with Alan regarding possible registered apprenticeship program for specialty nursing positions. There were difficulties in establishing the classroom instruction and providing the required incremental wage increases. Alan B. (Shore Medical) indicated that they are working with Rutgers on specialty nursing instruction with both an ICU nurse and ED Nurse from Shore Medical receive training through virtual classrooms and in-person clinical rotations.

Incumbent worker training information will be sent to Alan B. Erick D. (WDB) agreed to forward the information. Mr. Slusher(ACIA) stated we should concentrate on moving workers up the ladder. Alan B. stated Shore Medical Center have increased the annual tuition reimbursement for RN, Respiratory therapist and Medical Technologist to \$10,000 per year.

Alan B. confirmed that Select will be taking over Bacharach Institute of Rehabilitation and the building will be taken over by AtlantiCare. He is concerned about the rehab beds and the medical licenses that might go to North Jersey and not stay in South Jersey, Atlantic County.

Old Business:

New Business: Mr. Kuhn is looking to prepare an RFP for individuals that are maxing out the TANF, GA benefits that would include the use of WIOA work-based learning funding through Transitional Jobs. He will be enlisting information from the state level. This plan will transition within six months to year of the customers time limit for cash benefits. The program that will offer job readiness, financial literacy, education, and job coaching. He requested a list of employers that might take on this specific population. Mr. Slusher mentioned a fencing company that may be coming to the South Jersey that has the possibility of bringing 50 jobs to the region.

The Chair requested a motion to adjourn , motion by Alan B. second Jim D. The meeting concluded at 10:00am.

Next Meeting February 10, 2023.

Respectfully Submitted
Sherrise A. Moten
Board Liaison/Contract Administrator

Ffk 12-8-22