



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

December 15, 2021

Attendance

Max Slusher	Sherrise Moten	Paul McClellan	Michael Chait
Fran Kuhn	Jim Drew	Karen McCormick	Alan Beatty
Erik Ditizio	Michael Hull	John Fata	

Introductions: Roll call at 9:30am.

Review of prior minutes completed.

1. Current state of business community: The meeting began with Jim confirming over 400 positions available at Tropicana Casino, mostly back-of-the house, surrounding mounting concern about the Covid 19 numbers increasing. He also said that while Borgata is following CDC guidelines, there are still continuing issues with staff shortages because of the virus. Borgata’s new policy is all new staff must be vaccinated. There are indications that this policy is further limiting talent access.
 Michael Chait stated that the convention business was coming back in the fall, but may be stalled again because of the increase in Covid numbers.
2. Discussion- Anticipated demand for new year: Mr. Beatty stated 10 billion dollars in funding allocated for Covid testing. This will help decrease numbers and possibly increase participation in the workforce.
3. Progress update with job development: Mr. Slusher asked about the labor force being affected.

Mr. Kuhn spoke about the successful launch of the CDL program with ACUA’s incumbent workers. Mr. Hull, from the agency’s Job Development unit, added the state is creating a portal system for certification under the new policy. This is a result of effects of the municipalities and governmental agencies no longer having training in-house. The ACUA will be ready in January and meeting with Atlantic County Public Works department. Mr. Kuhn confirmed the February 7th deadline to make changes. He also suggested that Mr. Slusher contact the municipalities to make them aware of the change in policy.

Mr. Beatty confirmed the need for LPN and CNA and shared that Bill DeJesus was assisting in placement. Mr. Kuhn also indicated that the agency was developing a talent pipeline looking at the current training contracts timelines and creating strategies to introduce new candidates to interested employers.



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Erik confirmed the success of Global X and the effects of having most flights out of Miami, which requires the flight attendants to remain in Miami for 20 days per month. Global X will begin a third class in late January or February. Mr. Kuhn asserted the importance of the ACY connection and did not want Global X to ignore its intentions to make ACY the hub for the northeastern charters.

Mr. Slusher shared information about the Census numbers for this area being 269,000, concluding that Atlantic County did well holding on to its people.

Mr. Slusher announced the arrival of Amazon in Atlantic County and the shift in personnel that will occur in 2023 or 2024. There was continued conversation regarding the lack of interest in the job market and the reluctance of the job seeker to pursue job opportunities. Paul McClellan said that the unemployment office has resumed its practice of stopping unemployment payments for workers who turned down jobs. He did state that the system was way behind (six-months), but also stated that New Jersey received federal funding to upgrade the current system in the future.

Mr. Kuhn discussed prior planning efforts to engage chamber membership to share information about the WDB and the services we offer.

4. New Work First New Jersey SYEP with the 16-24 year old TANF-eligible population: Mr. Kuhn stated that our start time will begin sooner than last year. Mr. Kuhn will send a letter to the state to update what we did last year. The WDB is looking to move to 12 weeks with the TANF population, still at \$15 per hour. Atlantic Cape will be an educational partner to aid in the success of the program. Mr. Slusher suggested a presentation with the Somers point Business Association. Mr. Kuhn indicated that all efforts to increase awareness and make the agency relevant are encouraged.

Old Business: Mr. Kuhn confirmed a discussion with Sherwood Taylor regarding EMT program. Mr. Beatty confirmed ACIT has a program that is still actively picking up students for LPN and EMT. There may be plans to transition the ACIT program to the college in the future.

New Business: ACWDB is planning to present to Chamber Membership to make them aware of the resources and benefits of the agency.

The meeting was adjourned at 10:15am