

We've gone green!



Please route this newsletter to key members of your staff. *The Review* is also available online at [www.chambersnj.com](http://www.chambersnj.com). See page 7 for more details. \*

## Legislative Reception to Honor South Jersey Legislators

The Chamber will honor members of the State Senate and General Assembly at our Annual Legislative Reception on Wednesday, January 14, 5 to 7 p.m., at *The Mansion on Main Street* in Voorhees. Join us for a great opportunity to meet fellow members and the legislators who represent you in Trenton. Premium hors d'oeuvres and cash bar will be available. Visit [www.chambersnj.com](http://www.chambersnj.com) to register. \*

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## Annual Meeting and Holiday Party Sets the Stage for 2009

At the Annual Meeting & Holiday Party the Chamber's Board elected its first-ever college president, Dr. Herman J. Saatkamp, Jr. of The Richard Stockton College of New Jersey (pictured) and first-ever woman vice chair, Judith Roman, president & CEO, AmeriHealth New Jersey.



Attended by nearly 500 Chamber members on December 11, the event was sponsored by Cooper University Hospital, Flaster/Greenberg, P.C., Horizon Blue Cross Blue Shield of New Jersey, New Jersey American Water Company, PSEG and Trump Entertainment Resorts.

See pages 8 to 10 for complete coverage

## On Point. Expert Advice From the Experts. DON'T PANIC! WEATHERING THE ECONOMIC STORM

On Friday, January 23 from 8:00 to 11:00 a.m. at *The Mansion on Main Street* in Voorhees, the Chamber will introduce a new series, "On Point. Expert Advice From the Experts," which will offer a panel discussion followed by a one-hour round table session where members will have the opportunity to meet with the panelists and have their questions answered. The first topic of the series, "Don't Panic! Weathering the Economic Storm," will focus on the current economic crisis that is creating uncertainty and waning confidence about the future among businesses of all types and sizes.

At the event, sponsored by *The Bank, Flaster/Greenberg, P.C., Medallion Business Credit, New Jersey Economic Development Authority, and Susquehanna Bank*, Chamber members will hear from experts in the accounting, banking, legal, and finance communities, as well as state government. They will also learn how to: access financing, restructure their business, tap into new state business incentive programs, and manage accounts receivables and cash flow. Following the panel discussion, members can meet with the experts to gain further advice and guidance specific to their businesses.

To register, visit the Events page at [www.chambersnj.com](http://www.chambersnj.com). \*

## Environmental Stewardship Program Discussed

On December 2, the Chamber's Environment Committee held its final meeting of the year with Wolfgang Skacel, assistant commissioner, compliance and enforcement for the New Jersey Department of Environmental Protection (NJDEP). Mr. Skacel discussed the Environmental Stewardship program, which acknowledges businesses who voluntarily go beyond compliance in order to be environmentally sound. Additionally, Mr. Skacel distributed a list of the most frequently cited violations to members and discussed how many of these violations can be avoided. This meeting was sponsored by *Horizon Blue Cross Blue Shield of New Jersey; Manko, Gold, Katcher and Fox LLP; and Atlantic City Electric.* \*

## Spirgel to Lead Government Action Division

Peter R. Spirgel, Esq. was elected to the position of vice chairman for the Government Action Division at the December 11 Annual Meeting. Mr. Spirgel has served as a member of the Chamber's Board of Directors for three years, and has been secretary to the executive committee for two years.

As managing shareholder of Flaster/Greenberg P.C., Spirgel has a general business practice, with a focus on taxation, estate planning and corporate mergers and acquisitions. He also represents businesses in loan transactions, real estate acquisitions and development. \*



**Peter R. Spirgel, Esq.**

## "Walk to Washington" with CCSNJ

Chamber members may register for an exclusive package through CCSNJ for the 72nd Annual State Chamber "Walk to Washington," set for *January 29 and 30, 2009*. Instead of the train, travel with us on a luxury chartered bus with door-to-door service from the Chamber's office in Voorhees to the front door of the *Marriott Wardman Park Hotel* in Washington, D.C.

Enjoy the VIP treatment with one of the Chamber of Commerce Southern New Jersey's special packages designed exclusively for our members. Package options include:

- ★ Entrance to our Chamber's private, invitation-only *VIP Hospitality Suite*, sponsored by *Atlantic City Electric*, from 4:00 to 6:00 p.m. After the bus arrives, relax and network with fellow members and state and federal legislators from Southern New Jersey, while you enjoy delicious hors d'oeuvres and refreshments.
- ★ Round-trip transportation on a luxury-chartered bus to and from *Chamber Headquarters* in Voorhees with lunch and refreshments included.
- ★ Your hotel room, arranged for in advance (both check-in and check-out) by our Chamber.
- ★ A ticket to the New Jersey State Chamber of Commerce reception and dinner honoring New Jersey's Congressional Delegation.

Special thanks to our supporting sponsor, *PricewaterhouseCoopers, LLP.*

Contact Blair at (856) 424-7776, ext. 20 or [bkindlick@chambersnj.com](mailto:bkindlick@chambersnj.com) for more information about our package options. \*

More **Gov't Action** continued on page 13

# From the President

## Make the most of your Chamber membership — Get involved!

As you make plans for the year ahead, I encourage you to explore new ways to increase your involvement with the Chamber to maximize the benefits of membership.

One way for you to get more involved is to join one of the Chamber's nine committees.

Members have told us that one of the things that they value most about their Chamber membership is committee involvement. Many members participate in committees to build relationships and increase their company's visibility among other Chamber members. The Chamber's committee meetings provide intimate settings for members to build the connections that will benefit their business down the road.

By participating in our industry-specific committees, you and your coworkers can take an active role in the government, membership, special events and marketing divisions of the Chamber. Our Government Action Committees provide information on business issues in Trenton, access to leaders in state government and business, and allow members to bring their companies' top issues to the table and provide input on public policy issues. Members can help build the Chamber's membership base, and network of contacts, by recruiting members, or

welcoming new members through the Ambassador Committee. Three of our biggest events of the year, Business Expo, Spring Golf Outing and Fall Golf Outing are planned and implemented by committee members.

On page 6 of this issue of *The Review* you will find a listing of our committees which further

“Many members participate in committees to build relationships and increase their company's visibility.”

explains each committee's role and activities. Please review this list and pass it along to others in your office. The more individuals from your company serving on committees, the more visibility your company will enjoy. You may sign up online by visiting the Committees page of our web site, [www.chambersnj.com](http://www.chambersnj.com).

In 2008 the Chamber was thrilled to work with volunteers and committee members who made significant contributions to the Chamber's overall program of work. In addition, to our strong volunteer network, each of our committees is chaired by Chamber members who are experts in their fields.

The Chamber consistently looks to our committee members for input on our legislative positions and for assistance and expertise with our other activities and events. We look forward to welcoming even more committee volunteers in 2009. Thank you for your continued support! ✨



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### Chairman

Dr. Herman J. Saatkamp, Jr.  
*President*

*The Richard Stockton  
College of New Jersey*



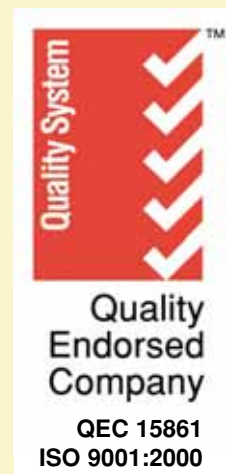
### President & CEO

Debra P. DiLorenzo



### Editor

Meredith Lorrilliere



# Special Events

## Chamber Welcomes New Special Events & Marketing Vice Chair

During the Annual Meeting on December 11, Chamber board members elected Jennifer P. Young as vice chair of the Special Events & Marketing Division. Young has served on the Chamber's Board of Directors since 2005.

As director of external affairs for Verizon Communications, Jennifer Young is responsible for community relations, local government affairs, economic development, consumer, education and urban relations, and local media relations for Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester and Salem counties. Young is also in charge of African American and urban initiatives for the southern half of the state and local corporate philanthropy and employee volunteerism.

Young has been with New Jersey Bell since 1990, starting in the Small Business Marketing Sales Group in Newark. Prior to this position, Young served in positions ranging from dispatch and training to project management. \*



**Jennifer P. Young**

## Industry Experts to Examine Regional Economy

The next Rutgers Quarterly Business Outlook, sponsored by *Flaster/Greenberg, P.C.* and the *Chamber*, will be held on *Tuesday, January 13* at the *Clarion Hotel and Conference Center* in Cherry Hill. Business leaders will assess the Southern New Jersey economy, and discuss current and six-month outlooks in their respective fields.

Registration and continental breakfast begin at *7:45 a.m.*, followed by the panel discussion from *8:30 to 9:30 a.m.* To register, visit [www.chambersnj.com](http://www.chambersnj.com). \*

## Members Learn How **PHL & ACY Stimulate Regional Economy**



*Pictured from left: Kelly D. Johnston, Campbell Soup Company; Michael DelBene, Wachovia Bank, N.A.; Charles D. Wanamaker, Wachovia Bank, N.A.; Charles J. Isdell, A.A.E., PHI; Thomas Rafter, A.A.E., ACY; Marc Policarpo, Binswanger; Debra P. DiLorenzo, CCSNJ; and Francis X. Manning, Esq., Stradley Ronon Attorneys at Law.*

On Friday, December 5, Wachovia Bank sponsored a Good Morning South Jersey Series event entitled, "The Economics of Aviation." The regions aviation leaders, Charles J. Isdell, A.A.E., director of aviation, Philadelphia International Airport, and Thomas Rafter, A.A.E., director of aviation, Atlantic City International Airport, explained how each airport represents a primary infrastructure asset for the region. \*

More **Special Events** continued on page 5

## Fetterman Appointed Vice Chairman of Membership Division

On December 11, the Chamber's Board of Directors elected Joseph B. Fetterman vice chairman of the Chamber's Membership Division. Fetterman has been a member of the Chamber's Board since 2004.

Fetterman serves as a senior vice president in the Philadelphia office of Jones Lang LaSalle, where he is responsible for representing clients in evaluating their real estate requirements and formulating and implementing the optimal real estate strategy.

Prior to his position with Jones Lang LaSalle, Fetterman was senior vice president and co-managing principal of the Staubach Company and also, founder, principal and senior project manager for Joseph Fetterman Associates, Inc. ✨



Joseph B. Fetterman

## Reception Honors Philadelphia Mayor Nutter



Philadelphia Mayor Nutter addresses Chamber members.

On December 2, Chamber members gathered at the Adventure Aquarium in Camden to honor Philadelphia Mayor Michael Nutter for his commitment to the business community and spirit of regional cooperation. The event was sponsored by Stradley, Ronon, Stevens & Young, LLP and Citizens Bank. ✨



More **Special Events** continued on page 11

## Senator Phil Haines Addresses State Affairs Committee

On November 25, District 8 Senator Phil Haines addressed the State Affairs Committee during its final meeting of 2008. Senator Haines discussed many aspects of the Governor's Economic Assistance and Recovery Plan that had recently passed the legislature, including the InvestNJ Business Grant Program, which provides grants for businesses who create jobs and perform capital improvement projects; and the Main Street Assistance Program, which will provide loans and guarantees to small and mid-sized businesses and non-profits for a two-year period. This meeting was sponsored by Horizon Blue Cross Blue Shield of New Jersey, South Jersey Industries and Verizon. ✨



# Membership

## Get Involved in 2009 by Joining a Committee

Chamber committee involvement offers members an excellent opportunity to take an active role in planning and implementing programs and strategies to achieve the Chamber's goals. While participating on committees, you will be networking with other members, increasing the visibility of your company name and ultimately enhancing the effectiveness of your Chamber membership.

Please review the various committee descriptions below. We encourage you to join the committee(s) you find most interesting and/or assign key personnel from your organization to appropriate committees. Always keep in mind that your Chamber membership is a company-wide membership.

To sign up, visit the Committee page at [www.chambersnj.com](http://www.chambersnj.com), or call Susan McLaughlin at (856) 424-7776, extension 23.

Sign up any time of the year! New members are always welcome!

### GOVERNMENT ACTION DIVISION

#### ■ Communications & Energy Committee

Hosts policymakers who discuss issues relevant to the communications and cable industries, as well as the "traditional" utilities (gas, electric & water).

**CO-CHAIRS:** Joseph W. Barton, PSE&G  
William Kettleon, Comcast

#### ■ Congressional Action Committee

Hosts meetings with members of the region's Congressional delegation.

**CHAIR:** Kelly D. Johnston, Campbell Soup Company

#### ■ Environment Committee

Hosts legislators and regulators to discuss environmental issues and develops positions which are communicated to elected officials and regulators.

**CHAIR:** Bruce S. Katcher, Esq., Manko, Gold, Katcher & Fox, LLP

#### ■ Health Issues Committee

Meets to develop positions on issues regarding health care, including cost and availability, and communicates those positions to government officials.

**CHAIR:** Brian Litten, Esq., AmeriHealth New Jersey

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— **CHARLES SEABO**  
MARTINI & MARTINI CPA

Member Testimonial

#### ■ State Affairs Committee

Meets with members of the State Legislature and the Governor's Cabinet. Members are updated at each meeting on current legislative issues.

**CHAIR:** John Leyman, Horizon Blue Cross Blue Shield of New Jersey

### SPECIAL EVENTS & MARKETING DIVISION

#### ■ Business Expo Committee

Assists in planning and implementing the Chamber's largest annual event and the region's largest business-to-business trade show, scheduled for September 17, 2009.

**CHAIR:** James M. Ziweis, Harrah's Entertainment – Atlantic City Operations

#### ■ Spring Golf Committee

Plans the spring golf outing, scheduled for May 2009 at Woodcrest Country Club.

**CHAIR:** James Doron, Horizon Blue Cross Blue Shield of New Jersey

#### ■ Fall Golf Committee

Plans the fall golf outing, scheduled for October 6, 2009 at the Belmar Golf Club

### MEMBERSHIP DIVISION

#### ■ Ambassador Committee

Welcomes new members to the Chamber, encourages their participation in Chamber events and programs, and attends events throughout the year to greet new and current Chamber members.

**CHAIR:** Eugene M. Principato, The Marketing Difference ✨

## The Review Newsletter Now Available Online

For your convenience, *The Review* is available to all members online. Visit the News page on [www.chambersnj.com](http://www.chambersnj.com) to view a full archive. For more information, contact Amy Spillane at (856) 424-7776 ext. 19 or [aspillane@chambersnj.com](mailto:aspillane@chambersnj.com).



In an effort to **go green**, the Chamber will begin to send *The Review* to one representative per company beginning with this issue. If you are the recipient of this printed newsletter, please route the issue to other key members of your staff, so they can learn about our upcoming events, public policy work and business resources. We will also be emailing the newsletter out to all company representatives the first of every month. If you are not already included on our email list, please contact Carol Revak at (856) 424-7776 ext 22 or [crevak@chambersnj.com](mailto:crevak@chambersnj.com) to be added. ✨



Lock in your **booth location** for **2009!**

CHAMBER OF COMMERCE  
SOUTHERN NEW JERSEY  
**BUSINESS  
EXPO 2009**

Contact Blair Kindlick  
at (856) 424-7776 ext. 20, or  
[bkindlick@chambersnj.com](mailto:bkindlick@chambersnj.com). ✨

## MAP Out Your Marketing Plan

### Reach Thousands Through the Chamber's Member Access Program

One of the most valuable benefits of Chamber membership is the ability to tap into the growing network of fellow Chamber members. The CCSNJ Member Access Program (MAP) is designed to make it easy for you to contact and do business with the Chamber's network of members. The MAP program provides you with information on all Chamber members in the following options:

#### MAILING LABEL PROGRAM

Members can order a set of pressure-sensitive mailing labels for main company representatives in zip-code order for \$125. Pressure-sensitive labels are also available for all company member representatives for \$175. Custom label sets are available; please contact Carol Revak for pricing.



#### DATABASE PROGRAM

Members pay a one-time enrollment fee of \$250 for the database program. This one-time fee includes a database that may be used for one year and allows your company to purchase updated databases for \$75 for the life of the program, provided that your membership remains active. The database contains pertinent information – company name, main contact, address, and phone number – about Chamber member companies.



#### FAX PROGRAM

The Chamber's MAP fax program offers instant one-page faxing to Chamber members for \$350.



Get your message out to thousands of fellow Chamber members. Call Carol Revak at (856) 424-7776 extension 22 or visit [www.chambersnj.com](http://www.chambersnj.com) for more information or to purchase these valuable marketing tools. ✨

More **Business Resources** continued on page **12**



# Annual Meeting & Holiday Party

Continued from page 1



Re-elected Board Member James M. Ziereis, Harrah's Entertainment-Atlantic City Operations (far left), and new board member Douglas Smith, Sun National Bank (far right), congratulate Jennifer P. Young, Verizon Communications, on her new position as vice chair of the Special Events & Marketing Division.

## Elected at Annual Meeting

### BOARD MEMBERS

The following individuals were elected to serve on the Chamber's Board of Directors:

#### CHAIRMAN OF THE BOARD

❖ Dr. Herman J. Saatkamp, Jr., *President*  
The Richard Stockton College of New Jersey

#### VICE CHAIRMAN

❖ Judith L. Roman, *President & CEO*  
AmeriHealth New Jersey

#### VICE CHAIR, FINANCE & TREASURER

❖ John H. Overpeck, Jr., *CPA, Partner*  
PricewaterhouseCoopers, LLP

#### VICE CHAIR, MEMBERSHIP

❖ Joseph B. Fetterman, *Senior Vice President*  
Jones Lang LaSalle

#### VICE CHAIR, SPECIAL EVENTS & MARKETING

❖ Jennifer P. Young, *Director, External Affairs*  
Verizon Communications

#### VICE CHAIR, GOVERNMENT ACTION

❖ Peter R. Spigel, Esq., *Managing Shareholder*  
Flaster/Greenberg P.C.

#### SECRETARY

❖ Michael A. Sgro, Esq., *Vice President, Secretary & General Counsel*  
New Jersey American Water

### NEW BOARD MEMBERS

For the class of 2009, the following individuals were elected:

❖ Bob R. Campbell,  
*Vice President – Finance*  
Holman Enterprises

❖ Jerry Lord, *General Manager*  
Crowne Plaza – Cherry Hill

❖ Angela Snyder, *President & CEO*  
The Bank

❖ John Tierney, *Vice President, Business Development*  
L-3 Communication Systems

For the class of 2011, the following individuals were elected:

❖ Fran Cassidy, *Vice President, Premium Seating*  
Philadelphia 76ers and Flyers

❖ Lewis I. Gantman, *Executive Vice President*  
Pepsi-Cola & National Brand Beverage, Ltd.



Board Member John R. Wilkins, Delaware Valley Floral Group, (far right) and Derrick R. Davis, Citizens Bank, (center) welcome Bob R. Campbell, Holman Enterprises, to the CCSNJ Board.

❁ **Carl Gibbs**, *Principal*  
Sturdivant & Company, Inc.

❁ **William J. Kettleton**, *Regional Vice President, Government & Community Affairs*  
Comcast

❁ **Francis X. Manning, Esq.**, *Partner in Charge, New Jersey Office*  
Stradley Ronon Attorneys at Law

❁ **Dr. Najarran Pati**, *Dean, Rohrer College of Business*  
Rowan University

❁ **Toni Pergolin**, *CPA, President*  
Bancroft NeuroHealth

❁ **Douglas Smith**, *Senior Vice President, Consumer Banking Sales Manager*  
Sun National Bank

## RE-ELECTED BOARD MEMBERS

For the class of 2010, the following Directors were re-elected:

❁ **Kenneth B. Ross**, *Director, Communications and Public Affairs*  
Lockheed Martin Maritime Systems & Sensors

❁ **Glenn T. Stefanowicz**, *Executive Vice President*  
PNC Bank

❁ **James M. Zierys**, *Vice President Conventions/Hotel Sales*  
Harrah's Entertainment-Atlantic City Operations

For the class of 2011, the following Directors were re-elected:

❁ **Derrick R. Davis**, *Senior Vice President*  
Citizens Bank



*Former Chairman Kelly D. Johnston, Campbell Soup Company, presents Kathleen A. Davis, executive vice president and COO, CCSNJ, with Campbell Soup Company's Extraordinary Leadership award for her work on the Chamber's Board Council Reports over the past four years.*

❁ **Joe Forline**, *Vice President Customer Operations*  
PSE&G

❁ **James Hargadon**, *Executive Vice President & CFO*  
Oki Data Americas, Inc.

❁ **Peter Leone**, *President*  
Leone Industries

❁ **Louis A. Rebecca**, *Operations Director*  
Computer Sciences Corporation - Defense Division

❁ **George D. Sowa**, *Executive Vice President & Senior Managing Director*  
Brandywine Realty Trust

❁ **Brian Walsh**, *Partner*  
BF Molz Business Products

❁ **Charles A. Wimberg**, *Vice President, Atlantic City Region*  
Atlantic City Electric

## RETIRING BOARD MEMBERS

❁ **Maxine Ballen**, *President & CEO*  
New Jersey Technology Council

❁ **Ira G. Megdal, Esq.**, *Senior Partner*  
Cozen O'Connor

❁ **Liz Thomas**, *Chief Executive Officer*  
Thomas/Boyd Communications

❁ **Dr. Edward Schoen**, *Professor of Management*  
Rowan University

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# Annual Meeting & Holiday Party

Continued from page 9



Debra P. Dilorenzo, president & COO, CCSNJ, and Kelly D. Johnston, Campbell Soup Company, honor retiring Membership Chairman Glenn T. Stefanowicz, PNC Bank (center).



Debra P. Dilorenzo, president & COO, CCSNJ, presents out-going chairman of the Board Kelly D. Johnston, Campbell Soup Company, with Philadelphia Flyers Jersey.



From left: New Board member Francis X. Manning, Esq., Stradley Ronon Attorneys at Law, networks with new Board Secretary Michael A. Sgro, Esq., New Jersey American Water.

*The Chamber wishes all our members a Happy and Prosperous New Year!*

## Seminar Examines New Paid Family Leave Law



Pictured from left: moderator Kathleen A. Davis, executive vice president & COO, CCSNJ; and panelists Anne Ciesla Bancroft, Esq., partner, Fox Rothschild, LLP; and Ian D. Meklinsky, Esq., partner, Fox Rothschild, LLP.

On November 21, 2008, 100 Chamber members attended the Smart Business Series event, "Paid Family Leave: How It Will Affect Your Business!" sponsored by Fox Rothschild, LLP. CCSNJ Board Member Ian D. Meklinsky, Esq. and Anne Ciesla Bancroft, Esq., partners with Fox Rothschild, LLP explained companies' obligations under this new law and how the NJ Department of Labor & Workforce Development plans to implement this new leave program. The attorneys stressed the importance for all employees, from human resources professions to financial advisors, to understand how Paid Family Leave fits into current paid leave programs and their positions' responsibilities concerning the program.

As the Chamber remains a strong opponent of the Paid Family Leave Law, seminar attendees had the opportunity to sign a Chamber petition, which will urge politicians to postpone the law until the current economic crisis subsides. For more information about the petition, contact Christina Genovese at (856) 424-7776 ext. 27 or cgenovese@chambersnj.com. ✨

## Join us in 2009 for Networking Throughout the Region

The Chamber's 2009 Network Connection Series, sponsored by:



### CAMDEN COUNTY

#### Caffe Aldo Lamberti

2011 Route 70, Cherry Hill

LUNCH: 12:00 Noon to 1:30 p.m.

DATES: Feb. 5, Mar. 5, Apr. 2, May 7, Jun. 4, Jul. 2, Aug. 6, Sept. 3, Oct. 1, Nov. 5, Dec. 3

### GLOUCESTER COUNTY

#### Adelphia Restaurant

1750 Clements Bridge Road, Deptford

Held in conjunction with the Gloucester County Office of Economic Development

BREAKFAST: 8:30 to 10:00 a.m.

DATES: Jan. 8, Feb. 12, Mar. 12, Apr. 8, May 14, Jun. 11, Jul. 9, Aug. 13, Sept. 10, Oct. 8, Nov. 12

### BURLINGTON COUNTY

#### Braddock's, 39 South Main Street, Medford

LUNCH: 12:00 Noon to 1:30 p.m.

DATES: Jan. 15, Feb. 19, Mar. 19, Apr. 16, May 21, Jun. 18, Jul. 16, Aug. 20, Oct 15, Nov. 19, Dec. 17

### ATLANTIC COUNTY

#### Blue Heron Pines, 550 West Country Club Drive, Cologne

BREAKFAST: 8:30 to 10:00 a.m.

DATES: Mar. 26, Jun. 25, Sept. 24

### CUMBERLAND COUNTY

#### The Heritage House at Wheaton Village

1111 Village Road, Millville

BREAKFAST: 8:30 to 10:00 a.m.

DATES: Jan. 29, April 30, Jul. 30, Oct. 29

Bring plenty of business cards and brochures to display and spread the word about your business. Contact Susan McLaughlin at (856) 424-7776, ext. 23, or smclaughlin@chambersnj.com, or visit the Calendar page of our web site, www.chambersnj.com. ✨



## Advertise in The Review

Get your message in front of a captive business audience — fellow Chamber members who want to do business with you! CCSNJ's newsletter *The Review*, is rated as the top Chamber resource by our members. This award-winning, attractive, full-color publication is distributed monthly to more than 2,000 Chamber members.

For more information contact **Amy Spillane**

at **aspillane@chambersnj.com** or **856.424.7776, ext. 19**

## Save Money with CCSNJ's Member Savings Programs

### THE CHAMBER'S MEMBER BENEFITS CENTER

CCSNJ's Member Benefits Center in partnership with *Kistler Tiffany Benefits* provides member companies with a critical link to more than 30 highly-rated insurance carriers, offering cost-effective strategies for a wide range of insurance and human resources needs, including health, life, dental, vision and prescription plans, as well as disability and voluntary benefits coverage. Members that enroll in the Chamber program receive no cost employee enrollment in Health Advocate and COBRA Administration (for groups of 20+ employees).

Contact: **Bill Milner** at 877-258-8509 or [bill@ktbenefits.com](mailto:bill@ktbenefits.com)

### HEALTH ADVOCATE PROGRAM

Health Advocate offers Chamber members preferential discounts on services through its Chamber Advantage program. Health Advocate offers assistance finding primary care, specialist physicians and medical institutions, and solving claims, billing and related administrative problems. Health Advocate also helps members access community resources, including senior care services, that fall outside traditional health coverage.

Contact: **Karen Lange** at 302-345-7292, or visit [www.healthadvocate.net](http://www.healthadvocate.net)

### MIDLANDS ASSOCIATES INC.

Midlands Associates, Inc. (MAI) offers members a 20 percent discount on services and implementation of ISO:9000:2000 certification, which is a foundation for good business practices, providing a platform to effectively handle problems. It is an internationally recognized quality management model that is validated through annual or semi-annual surveillance audits conducted by an independent third party.

Contact: **Joe Asumendi** at 856-983-3484 or visit [www.mai9000.com](http://www.mai9000.com)

### UPS PACKAGE DISCOUNTS

United Parcel Services discounts are available to Chamber members for Next Day Air Letters, Day Paks and Packages, as well as Worldwide Express Shipments. Current UPS customers may inquire about additional savings based on volume.

Contact: **Dominic White** at 215-389-9072

### VERIZON COMMUNICATIONS

Take advantage of the latest communications technology, superior customer service and special member pricing promotions to help your business make progress every day. With the Verizon Business Development Team, you have dedicated and consultative professionals who understand your business needs and will focus on delivering cost-effective voice, data, and equipment solutions best suited to help you get ahead and stay there.

#### Atlantic & Camden Counties:

Contact: **Brian White** at 888-244-2525, ext. 1984

#### Burlington, Cape May & Cumberland Counties:

Contact: **Jeff Scott** at 888-802-0009

#### Gloucester, Mercer & Salem Counties:

Contact: **John Gallagher** at 856-802-1927 \*

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## CCSNJ Participates in the “Green Jobs & Green Manufacturing” Roundtable

On November 13, Kathleen Davis, executive vice president & COO, participated in Speaker Roberts’ “Green Jobs & Green Manufacturing” Roundtable. The Chamber was the only business organization from Southern New Jersey to have been invited to participate in the roundtable discussion, which focused on efforts to create jobs in manufacturing “green” energy. Legislators, State government, the environmental community, utilities, education, the Governor’s office, and business all provided input into how New Jersey can put itself in the forefront of green energy job creation.

## Economic Stimulus Measures Pass the Legislature

Over the past month, the Chamber has weighed in on 20 different bills, many of which are pro-business bills aimed at stimulating the economy, creating and enhancing business friendly incentive programs and altering the corporate tax structure to ease the business tax burden in the State.

Two of these bills, **A-3377 (SCHAER/FISHER/SPENCER/CONNERS) / S-4 (SARLO)**, otherwise known as the *Main Street Business Assistance Program*

## Legislative Update

AS OF DECEMBER 12, 2008

and **S-6 (BUONO/TURNER) / A-3294 (MILAM/ALBANO)**, otherwise known as the *InvestNJ* Business Grant Program are new programs Governor Corzine introduced as a part of his Economic Assistance and Recovery Plan. At press time, both of these bills passed the legislature and were awaiting signage into law by the Governor.

Administered by the NJ Economic Development Authority (EDA), the *InvestNJ* Business Grant Program has both a capital investment grant component and a job creation grant component. The investment grant component makes available up to \$70 million through an appropriation to the EDA for capital investment grants, of which up to \$50 million will be allocated for investment grants for capital investments involving expenses for the site preparation and construction, renovation, improvement or equipping a newly constructed, renovated or improved building. \$20 million will be allocated for obtaining and installing fixtures and machinery, apparatus or equipment in a building.

The investment grant component will also provide an incentive to businesses encouraging capital investments by awarding grants of up to 7 percent of the qualifying capital investment of at least \$5,000 made by a business in New Jersey during the period prior to January 1,

2011. These grants will provide businesses with the equivalent of the State sales tax that may be paid on their capital investment expenses.

The job creation grant component of *InvestNJ* will provide an incentive to qualified businesses that have operated continuously in New Jersey for at least two years to create full-time jobs that provide health benefit coverage and that are retained for at least one year. This program makes each position created eligible for a \$3,000 grant to the qualified businesses if the business has experienced a net increase in employment of eligible positions during the same 12 consecutive months.

The second new incentive program for businesses is the *Main Street Assistance Program*, which would provide business loans for working capital, capital investment and debt refinancing. It would also allow businesses to refinance existing debt, and allow the EDA to provide a line-of-credit guarantee to help businesses deal with the credit crunch. This will provide businesses with the resources to borrow funds needed to make payroll and finance critical capital investment projects during our current recession.

These bills are expected to be signed into law in the very near future and shortly after will be open for enrollment through the EDA. For more information, contact Christina M. Genovese, Manager, Government Relations at (856) 424-7776 ext. 27 or at [cgenovese@chambersnj.com](mailto:cgenovese@chambersnj.com). ✨

# New Members

## APARTMENTS

**Heights of Collingswood**  
[www.thenewparkview.com](http://www.thenewparkview.com)  
Collingswood, NJ  
The Heights of Collingswood Apartments located in Historic Collingswood, has 1028 apartment homes. Convenient to Routes 28, 76, 70, I-676, the New Jersey Turnpike and 295. Our apartment homes include all utilities. Our newly renovated apartments feature upgraded kitchens and bathrooms.

## BUSINESS FORMS

**Stewart Business Forms, Inc.**  
Blackwood, NJ  
We are a provider of business forms, labels, envelopes, commercial printing and promotional specialties. Quality products, knowledgeable reliable service at a competitive price since 1984.

## ENGINEERS-CIVIL

**Maser Consulting**  
[www.maserconsulting.com](http://www.maserconsulting.com)  
Red Bank, NJ  
We are one of New Jersey and New York's leading engineering consulting firms.

## ENTERTAINMENT

**Sahara Sam's Oasis Indoor Water Park**  
[www.sahasasams.com](http://www.sahasasams.com)  
West Berlin, NJ  
The latest, greatest and wettest attraction on the East Coast. Sahara Sam's Indoor Water Park.

## FITNESS CENTERS

**Healthtrax Fitness and Wellness**  
[www.healthtrax.com](http://www.healthtrax.com)  
Sewell, NJ  
Healthtrax offers a unique scope of experience operating facilities including fitness, rehabilitation, and medically integrated health enhancement centers...locally partnering with Kennedy Health System.

## HEALTH & FITNESS

**Subversion Fitness, LLC**  
[www.subversionfitness.com](http://www.subversionfitness.com)  
Somerdale, NJ  
South Jersey premiere personal training, lifestyle & fitness consultant, customized exercise & fitness programs; weight management.

## HEALTHCARE CONSULTING FIRM

**MEDassurance, LLC**  
[www.medassurance.com](http://www.medassurance.com)  
Voorhees, NJ  
MEDassurance is a premier provider of management services to the healthcare market. Services include Revenue Cycle Management, Business Intelligence & Strategic Management Consulting.

## HEALTHCARE ORGANIZATION

**Medical Society of NJ**  
[www.msnj.org](http://www.msnj.org)  
Lawrenceville, NJ  
Founded in 1766, MSNJ is the oldest professional society in the United States. MSNJ is dedicated to a healthier New Jersey and ensures the sanctity of the physician-patient relationship.

## INFORMATION TECHNOLOGY SERVICES

**Global Connect**  
[www.gc1.com](http://www.gc1.com)  
Mays Landing, NJ  
Our system allows you to reach thousands of contacts with personalized messages within minutes.

**Sungard Availability Services**  
[www.availability.sungard.com](http://www.availability.sungard.com)  
Wayne, PA

Our mission is to keep people and information connected. We offer full continuum of services including Recovery Solution, Managed IT Solutions and Professional Services.

## INSURANCE

**Arbor Group Insurance**  
[www.arborbenefits.net](http://www.arborbenefits.net)  
Voorhees, NJ  
Consulting, implementation and management of personal and corporate benefits plans including medical, dental, vision, life, long-term and disability insurance.

**EJA & Associates, Inc.**  
[www.ejainurance.com](http://www.ejainurance.com)  
Bordentown, NJ  
We are an Independent Insurance Agency offering a full line of insurance products to both Commercial and Personal clients, including Group Benefits.

## MULTIMEDIA PRODUCTIONS

**Flying Horse Media**  
[www.flyinghorsemedia.com](http://www.flyinghorsemedia.com)  
Cherry Hill, NJ  
Flying Horse Media is a tightly knit band of filmmakers, web designers, animators, graphic artists, writers and marketing communications experts who harness the awesome power of storytelling to build and energize compelling media campaigns. Our work focuses and communicates crucial ideas in support of our client's PR, marketing, training, internal and other communications goals.

## NON-PROFIT ORGANIZATION

**Firefighters Needed Recruitment Initiative Inc.**  
[www.firefightersneeded.com](http://www.firefightersneeded.com)  
Mullica Hill, NJ  
Non-Profit Corporation that educates communities of the desperate need for more volunteer firefighters.

## PUBLIC RELATIONS

**Manno Consulting, LLC**  
Medford, NJ  
Provides public relations, writing and media services to clients in all sectors. Experience combines journalism, marketing and public affairs.

## PUBLICATIONS

**Pace Communications**  
[www.pacecommunications.com](http://www.pacecommunications.com)  
Easton, PA  
We are the leader in custom publishing. We currently produce 25 custom publications & handle printing for nearly 60 million magazines annually.

## RECYCLING & WASTE CONTROL SPECIALTIES

**Monarch Environmental Services, Bios Division**  
[www.monarchx.com](http://www.monarchx.com)  
Woodstown, NJ  
Monarch's Bios Division provides a removal service for waste cooking oil, and recycles that oil into bio-diesel to be used in vehicles and equipment.

## SECURITY SERVICES

**Allied Barton Security Services-SNJ Region**  
[www.alliedbarton.com](http://www.alliedbarton.com)  
Voorhees, NJ  
Founded in 1957 we are the largest American-owned security firm, providing quality security services.

## TOURISM

**Bluegreen Vacations Unlimited, Inc.**  
[www.bluegreencorp.com](http://www.bluegreencorp.com)  
Egg Harbor Township, NJ  
Bluegreen offers an almost unlimited variety of colorful places to live and play with its wide variety of leisure and lifestyle products.

## TRADE SHOW MANAGEMENT

**A Fassano & Co.**  
[www.afassanoco.com](http://www.afassanoco.com)  
Turnersville, NJ  
A. Fassano & Company — an exhibit sales and management company — was established to provide a higher standard of service to professional non-profit associations. ✨

# New Members

## APPOINTMENTS

- Evelyn Bowlby, RN, CHPN recently moved to a new position within Samaritan Hospice as nurse manager.
- Deborah Heart and Lung Center appointed Dr. Manu Rajachandran as director of the Cardiac Catheterization Laboratory and Dr. Konstantin Dateshidze as chair of the Department of Anesthesiology.
- Anne Sceia Klein, president & founder of Anne Klein Communications Group, LLC, joined the Central-Southern Jersey Board of Directors for the American Heart Association. In addition to her board post, Anne has served on the Executive Leadership Committee of the "Go Red for Women" campaign for the past two years.
- Anthony McIntyre, president of The McIntyre Group, announced the promotion of

Adrian Miles, ARM to vice president of marketing and James Walker, CIC to vice president of sales.

- Reynold P. Cicalese, managing shareholder in the accounting firm of Alloy, Silverstein, Shapiro, Adams, Mulford, Cicalese, Wilson & Co, was recently elected in INPACT Americas' Board of Directors.

## ANNOUNCEMENTS

- Taylor Wiseman & Taylor is pleased to announce that James M. Connor, PG is the lead investigator and co-author of a case history on a karst geology investigation for the American Society of Civil Engineers.
- Hospice of Moorestown VNA is seeking new volunteers to visit patients in their private home, assisted living center, or hospital room beginning in January and all through the New Year.

Contact Dana Mondt at (856) 552-1300, ext. 2181, to learn more about the volunteer opportunities.

- South Jersey Transportation Authority (SJTA) broke ground on Interchange 17 of the Atlantic City Expressway (ACE). SJTA will build two new ramps in order to connect ACE to Route 50 in Hamilton Township.

## AWARDS

- Advocare announced that 17 of its doctors received "Top Doctors" recognition in 2008 by three leading New Jersey consumer publications – *SJ Magazine*, *South Jersey Magazine* and *New Jersey Monthly*.
- The Marathon Group is proud to announce that it received two eHealthcare Leadership Awards for web site design and content. Winners were

recognized during a special presentation at the 12th Annual Healthcare Internet Conference.

## AmeriHealth NJ Earns State's Top Ratings For Customer Service and Quality-of-Care

- AmeriHealth New Jersey is the state's top-rated health plan for both Customer Service and Quality-of-Care, according to the 12th annual New Jersey HMO Performance Report, released by the New Jersey Department of Banking and Insurance (DOBI). The HMO Performance Report contains information on the performance of New Jersey's HMOs, how well these HMOs deliver important health care services, and how members rate the services they receive. For more information visit [www.amerhealth.com](http://www.amerhealth.com). \*

# January Calendar of Events

\* Indicates Meeting held at Chamber Headquarters

Monday	Tuesday	Wednesday	Thursday	Friday
For more information about upcoming events visit <a href="http://www.chambersnj.com">www.chambersnj.com</a>			Chamber Closed	Chamber Closed
5	6	7	8	9
12	Rutgers Quarterly Business Outlook: 7:45 a.m., Clarion Hotel, Cherry Hill	Legislative Reception: 5:00 p.m., The Mansion on Main Street, Voorhees	14	16
19	<i>Start the New Year off right and advertise in the 2009 Membership Directory and Buyers' Guide!</i>		21	23
26			28	30
			Network Connection Breakfast: 8:30 a.m., Adelphia Restaurant, Deptford Network Connection Lunch: Noon, Braddock's, Medford Network Connection Breakfast: 8:30 a.m., Heritage House, Millville Walk to Washington VIP Reception: 4:00 p.m., Marriott Wardman Park Hotel, Washington D.C.	On Point: Expert Advice From the Experts: 8:00 a.m., The Mansion on Main Street, Voorhees

# Newsletter Sponsorships Available for 2009

**Receive premium placement** on the outside panel of the newsletter and designation in the masthead on page three. Through quarterly sponsorship of the newsletter, you will also receive a banner ad on the online newsletter emailed monthly to more than 3,600 Chamber members.

The cost per quarter is \$2,500. Call Meredith Lorrilliere (856) 424-7776, ext. 18 for more information. \*



*CCSNJ Offering Package for*  
**WALK to WASHINGTON**  
**January 29 - 30, 2009**  
See the **Page 2** for details.

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