

Reserve Your Booth Today for Expo 2009

Reserve your booth now for *Thursday, September 17* when the Chamber will mark the 25th Anniversary of our annual Business Expo at the *Crowne Plaza Cherry Hill*. Business Expo 2009 is the premier opportunity in Southern New Jersey for members to showcase their businesses to hundreds of exhibitors and thousands of attendees.

Many exhibitors have already reserved their booths. Don't miss this chance to generate the most quality leads in one day at one location. Don't delay – call Blair Kindlick at the Chamber or visit www.exposj.com to reserve your booth today! *

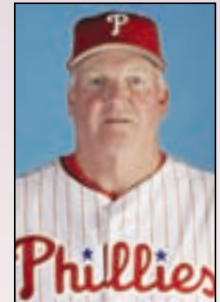
Chamber of Commerce Southern New Jersey
BUSINESS EXPO 2009
Silver Anniversary 25 years

Inside

| | |
|--------------------------|----|
| Government Action | 2 |
| From the President | 3 |
| Special Events | 4 |
| Wellness Expo | 6 |
| Membership | 8 |
| New Members | 9 |
| Member News | 10 |
| May Calendar..... | 11 |

15th Annual Pinnacle Awards to Honor Chamber Members

On *Monday, May 11*, Charlie Manuel, manager of the 2008 World Champion Philadelphia Phillies, will receive the Chairman's Award as the Chamber honors this year's winners at the 15th Annual Pinnacle Awards Dinner, sponsored by *AmeriHealth New Jersey; Atlantic City Electric; Generate Revenue & Time Inc.; The Inquirer, Daily News, Philly.com/Monster; South Jersey Industries; TD Bank; and Virtua Health.*



Charlie Manuel

- ▲ **CHAIRMAN'S AWARD:** Charlie Manuel, manager, 2008 World Champion Philadelphia Phillies
- ▲ **PRESIDENT'S AWARD:** New Jersey Casino Industry
- ▲ **WELLNESS AWARD:** Coriell Institute for Medical Research
- ▲ **EDUCATION AWARD:** Lockheed Martin Maritime Systems and Sensors
- ▲ **GREEN AWARD:** PNC Bank
- ▲ **VOLUNTEER OF THE YEAR:** Gene M. Principato, president, The Marketing Difference and chairman, Chamber's Ambassadors Committee
- ▲ **PUBLIC SERVICE AWARD:** The Honorable Pamela R. Lampitt, NJ Assembly, District 6, chair, Assembly Higher Education Committee

The festivities will begin at *Crowne Plaza Cherry Hill* with a cocktail reception sponsored by *New Jersey American Water*, at 6:00 p.m., followed by the dinner and program from 7:00 to 9:15 p.m. Register at www.chambersnj.com *

CCSNJ Hosts First Annual Wellness Expo



At the Wellness Expo on March 27, presented by the Chamber in partnership with AmeriHealth New Jersey, the panel discussion, "Why Wellness Matters," was moderated by (from left) Dr. Fred M. Jacobs, executive vice president for Saint Barnabas Health Care System, director of Saint Barnabas Quality Institute, and former commissioner of NJ Department of Health & Senior Services; and featured presentations by Dr. Lisa LaCarrubba-Blondin, medical director of AmeriHealth New Jersey; Stewart T. Anmuth, CBC, principal with Kistler Tiffany Benefits; Andrew Faupel, MBA, CEBS, director of wellness & employee benefits for Virtua Health; and Edward J. O'Malley, RHU, CLU, senior vice president/senior consultant for Conner Strong.

Continued on pages 6 & 7

Employee Free Choice Act Introduced

On March 10, the Employee Free Choice Act of 2009 (EFCA) was formally introduced by Congressman George Miller of California. This bill would amend the National Labor Relations Act to allow unions to use the "card check" process – and bypass a private election – each time they attempt to unionize workers. Ten New Jersey Congressmen, including Republican Congressmen Frank LoBiondo (R-2) and Christopher Smith (R-4), signed on as original co-sponsors of this anti-employer legislation. President Barack Obama has also been vocal in his support of this anti-business bill.

The National Labor Relations Act currently provides two opportunities for employees to decide whether or not to form or join a union – a private ballot election and "card check" recognition. The current card check process allows employees to vote on whether or not they are interested in unionizing. If at least 30 percent of signed authorization cards are in favor, the employer can request that a private ballot election be held amongst their employees.

EFCA would allow unions to bypass the private election process after collecting signed cards from a majority of employees. Thus, employees would lose the right to cast a secret ballot and employers would be robbed of the opportunity to present their case to employees.

Upon a decision to unionize, employees and employers would have 120 days to reach a contract agreement either on their own or with a mediator. If an agreement is not reached, the parties will move to

binding arbitration to which neither party could appeal the arbitrator's decision.

Recently, Senator Arlen Specter (R-PA) came out in opposition to EFCA. Senator Specter is the supposed lone Republican dissenter on the bill in the Senate. With Specter's opposition to EFCA, this bill has stalled. His position is significant – House Democrats have said that they want the Senate to move on the bill first; however, the Senate does not have the 60 votes it needs to bring a cloture vote.

EFCA is expected to resurface in 2011 if Democrats make greater gains in the House and Senate. The Chamber will continue to keep members updated on this issue as new information becomes available. ✨

Upcoming Meetings

TUESDAY, MAY 19 • 8:15 AM
THE MANSION AT MAIN STREET

Edward McBride, Jr., Esq., chief of staff to Governor Jon S. Corzine, will discuss the disbursement of federal stimulus money in New Jersey and how it will impact different statewide programs and initiatives.

WEDNESDAY, JUNE 17 • 8:15 AM
THE MANSION AT MAIN STREET

The Honorable David Rousseau, New Jersey State Treasurer, will discuss the difficult Fiscal Year 2010 State Budget just days before the passage deadline, as well as initiatives undertaken by the Department of Treasury to curb government spending. ✨

Chief Counsel to Corzine Discusses FY2010 Budget

On Wednesday, March 18, the State Affairs Committee hosted William Castner, Esq., the newly appointed chief counsel to Governor Jon S. Corzine. Mr. Castner discussed the Governor's handling of New Jersey's fiscal crisis and gave an overview of the proposed FY 2010 State Budget. This meeting was sponsored by Horizon Blue Cross Blue Shield of New Jersey, South Jersey Industries, Verizon and Flaster/Greenberg P.C. ✨



More **Gov't Action** continued on page 5



From the President

Chamber Testifies Before Assembly Budget Committee

On April 2, Chamber of Commerce Southern New Jersey Executive Vice President & COO Kathleen Davis testified before the Assembly Budget Committee regarding the Fiscal Year 2010 State Budget. Davis's testimony focused on the proposals in the Governor's budget that will increase taxes to businesses in New Jersey.

In her testimony, Davis spoke about the effect our national recession is having on the business community and the tough choices facing employers moving forward. She told the Committee that these challenges will grow much greater as businesses face the three tax increases proposed in this budget: the Unemployment Insurance (UI) Payroll Tax increase, the extension of the Corporation Business Tax (CBT) surcharge, and the "half millionaire's" income tax.

Davis pointed out that the expected increase needed to replenish the Unemployment Insurance Trust Fund would cost employers upwards of \$90 per employee, if not more. Over the years, \$4.7 billion in employer and employee tax contributions to the UI Fund have been diverted to pay for other expenses. These past diversions are haunting us today as unemployment numbers continue to rise. Davis explained that while \$90 per employee may not sound like much, to an employer with 2,000 employees, it amounts to an additional \$180,000.

Davis also spoke about the impact of the Gross Income Tax hike on those whose income is above \$500,000 per year. She explained to the Committee that many of these taxpayers are small business owners – those incorporated as Limited Liability Companies, General Partnerships, Limited Liability Partnerships, and S Corporations. Roughly 90 percent of businesses file taxes as individuals and therefore pay personal income taxes rather than corporate income taxes.

Additionally, Davis commended the Governor for making some tough choices in this budget,

including the proposed salary freeze and a furlough program for state employees. However, Davis recommended the Governor implement a true salary freeze for state employees in Fiscal Year 2010, which means no across the board increase, nor the annual step increase. We believe the step increases can represent millions of dollars more in savings.

Davis called attention to the need for more flexibility and sensitivity while the state administers layoffs, hiring freezes, furloughs, and attrition. The Chamber understands that there are lower wage workers in State Government and that missing one day of pay per month will be painful. Davis recommended that flexibility be built into the furlough program, so that managers and others can absorb the furlough time of other employees, much like state employees can now donate their unused sick time to other workers.

Davis went on to recommend the state pursue measures to ensure that the state labor force is deployed in the most efficient manner possible. In this economic emergency, programs that serve the residents of this state need to take precedence. As an example, she explained that earlier this year the state hired 100 new workers to help file unemployment claims. Davis stated this could have been avoided had there been an easy process in place to temporarily reassign underutilized employees in other state departments to fill those new slots. Further, there needs to be an assessment of the number of unfilled federally funded positions, including identifying and prioritizing those that need to be filled immediately, and do so with employees who are not being fully utilized in other departments.

Davis concluded by asking the Committee to consider the Chamber's recommendations. She stated that she looked forward to working with legislative leaders on ways to lessen the blow to New Jersey businesses and save taxpayer dollars. *



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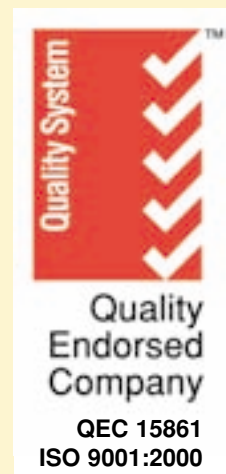
Editor

Meredith Lorrilliere



May issue sponsored by

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South Jersey Tech Park to Host Business After Business

The Chamber and the South Jersey Technology Park at Rowan University will host a Business After Business event, sponsored by *The Bank* and *Stradley Ronon Stevens & Young*, on *Thursday, May 21* from *5:00 to 7:00 p.m.* Learn more about the world class technology research and development facilities right in our backyard.

South Jersey Technology Park, which opened in October of 2008, is home to the Rohrer College of Business Incubator on the first floor of the 45,000-square-foot Samuel H. Jones Innovation Center, which provides business incubation facilities and services for emerging, regional, high growth businesses. The University faculty and faculty-led student teams are working with organizations such as NASA, ExxonMobil and Novartis on product development and other initiatives.

Attendees will enjoy networking, a cocktail reception with hors d'oeuvres, and tours of the facility's innovative labs and projects.

Register online at www.chambersnj.com. *

After Hours Networking at Riversharks Game

The Chamber and the Camden Riversharks will host a fun filled evening at the ballpark on *Monday, June 1*. This Business After Business event, sponsored by *Cooper University Hospital*, will feature a buffet dinner in the *Diamond Cafe* private suite at *5:30 p.m.*, followed by the game at *7:05* against the Newark Bears.

Visit www.chambersnj.com to register. *

Chamber to Host Workshop for Non-Profit Organizations

On *Friday, June 5*, the Chamber will host a Non-Profit Workshop from *8:00 to 11:00 a.m.* at the *Crowne Plaza Cherry Hill*, sponsored by *Flaster/Greenberg, P.C.*, *Protocall* and *WithumSmith+Brown*.

Experts in the legal, accounting and staffing fields will discuss the top issues and challenges faced by non-profits. Immediately following the program, you will have the opportunity to meet one-on-one with the panelists and have your individual questions answered.

Non-Profit executives & staff, board members and volunteers should attend to learn more about:

- Revising your organization's strategic plan in the face of an uncertain economy
- Identifying alternative fundraising sources, while protecting your tax exempt status
- The importance of reforecasting your budget
- Legal considerations when downsizing or furloughing employees
- Using temporary staffing to fulfill project or event-driven demands
- Filing the new IRS Form 990
- Board governance & agency transparency

PANEL

- **DEVELOPING A NEW STRATEGIC PLAN** • *Renee C. Vidal, Esq., Shareholder, Flaster/Greenberg, P.C.*
- **DEALING WITH STAFFING & LABOR ISSUES** • *Michael D. Homans, Esq., Shareholder Flaster/Greenberg, P.C.*
• *Roy T. Fazio, Owner & Executive Vice President/Marketing, Protocall*
- **FINANCIAL REPORTING** • *Richard G. Cohen, CPA, PSA, CFE, CGFM, Partner, WithumSmith+Brown, P.C.*

Visit www.chambersnj.com for more information and registration. *

Save the Date... Procurement Fair

Thursday, June 24, 2009

at

The Mansion on Main Street

The Chamber of Commerce Southern New Jersey will present the seventh annual Procurement Fair, sponsored by *Lockheed Martin*, on *Thursday, June 24* at *The Mansion on Main Street* in Voorhees. At this half-day event attendees will have the opportunity to meet and network with purchasing agents from some of the areas major corporations. Watch your mail for more information. *

More **Special Events** continued on page 11

CCSNJ Environment Committee hosts **NJDEP Acting Commissioner**

On Friday, March 20, the Environment Committee hosted New Jersey Department of Environmental Protection Acting Commissioner Mark Mauriello, who discussed his priorities for 2009 and how budget shortfalls in New Jersey are affecting the DEP. This meeting was sponsored by Horizon Blue Cross Blue Shield of New Jersey, Manko, Gold, Katcher & Fox, LLP, New Jersey American Water and Atlantic City Electric. ✨



BPU President Fox Addresses Communications & Energy Committee

On Wednesday, April 1, the Communications & Energy Committee hosted Board of Public Utilities President Jeanne Fox, Esq., who discussed the Board's major initiatives for 2009 and how federal stimulus money will enhance a variety of different energy related programs in New Jersey. This meeting was sponsored by Horizon Blue Cross Blue Shield of New Jersey, South Jersey Industries, New Jersey American Water and Atlantic City Electric. ✨



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Wellness Expo



More than 150 members learned about the benefits of healthy living in the workplace at the Chamber's first-ever Wellness Expo held in partnership with AmeriHealth New Jersey on March 27.



AmeriHealth New Jersey President and CEO Judith Roman, vice chair of the Chamber's Board of Directors, kicked off the Wellness Expo on March 27, by encouraging employers to promote wellness initiatives in their workplaces.



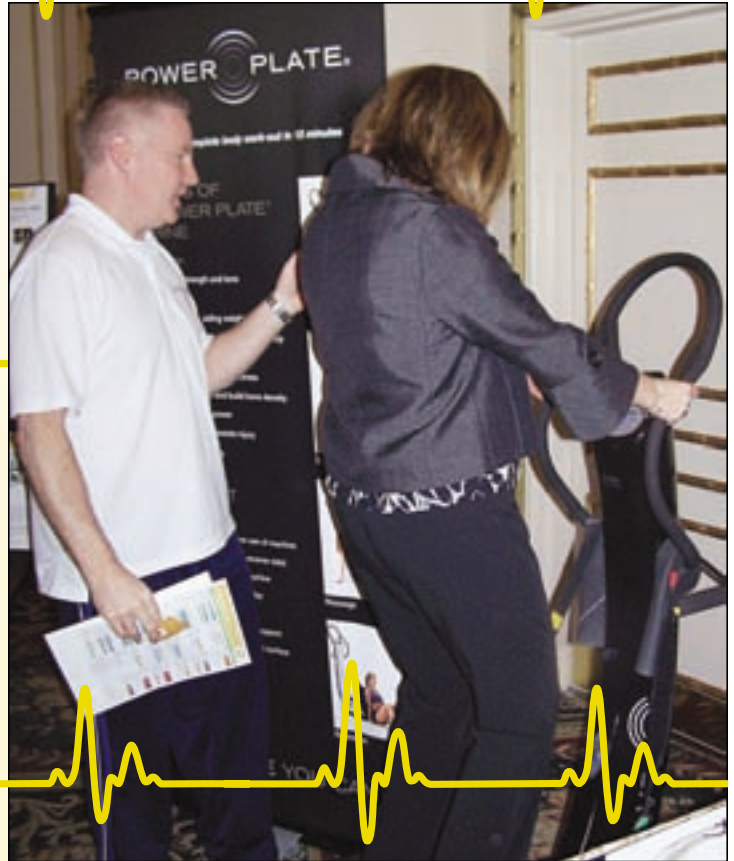
James H. Rhodes, deputy administrator—Camden County discussed the Camden County Healthy Employees Consortium, an initiative of Camden County in partnership with the Center for Health Value Innovation, private employers, brokers and the healthcare community, to collect and analyze employee medical, pharmaceutical, workers compensation and disability claims in Camden County with the goal of developing programs to control cost & improve health.



Moorestown Visiting Nurses provided blood pressure screenings.



Visitors to the AmeriHealth exhibit had their body mass index (BMI) calculated.



Thomas O'Brien, PMP, president of VersaFit, showcased how Power Plate technology can enhance the effectiveness exercise during the Wellness Expo.



Kennedy Health System performed glucose screenings and DermaScans. ✨

Membership

I just wanted to take a few minutes to comment on the **value** I have found in **membership** in the *SJ Chamber of Commerce*, and how it has **helped me grow** my business. I have been at the **Barclay Group** for 8 years and **immediately** I began to **attend** the *Chamber Lunches* at Café Aldo in Cherry Hill. I met several people right away who have become **loyal clients** and especially **friends**. In addition, as an **ambassador** I get to **meet** the newest **members** and help them get to know others so they **become** and **stay active**. We are only as **strong** as our **active members** and **staff working together** to bring **members** out to events and bringing in **new members**. I could **not imagine** working in SJ and **not renewing** our **membership** each and every year. *Thanks* and keep up the **good work!** *

— **ROGER C. BUTLER**, PERSONAL LINES SALES MANAGER,
THE BARCLAY GROUP

Network Connection Series

Sponsored by



May

- 7** Noon *Caffe Aldo Lambertini, Cherry Hill*
- 14** 8:30 a.m. *Adelphia Restaurant, Deptford*
- 21** Noon *Braddock's, Medford*

June

- 4** Noon *Caffe Aldo Lambertini, Cherry Hill*
- 11** 8:30 a.m. *Adelphia Restaurant, Deptford*
- 18** Noon *Braddock's, Medford*
- 25** 8:30 a.m. *Blue Heron Pines, Cologne*

Visit www.chambersnj.com for more information and registration. *

ADVERTORIAL

AmeriHealth: Why Wellness?

The wellness programs offered by AmeriHealth HMO, Inc. and AmeriHealth Insurance Company of New Jersey do far more than make participants feel virtuous: they save lives and save money.

AmeriHealth New Jersey, in partnership with the Chamber of Commerce Southern New Jersey, recently presented Wellness Expo 2009. Designed to educate business owners on the benefits of increasing employee health to increase their bottom line, the Expo underscored the huge potential of wellness programs including weight loss, health screenings and smoking cessation.

Consider smoking, just one of the many damaging health behaviors that AmeriHealth New Jersey's wellness programs help members eliminate.

Smoking eventually kills half of all smokers, causing 30 percent of cancer deaths and 87 percent of lung cancer deaths. That makes the short- and long-term benefits of smoking cessation all the more remarkable.

Within weeks of quitting, smokers breathe easier, their blood pressure drops and their risk of heart attack is reduced. Within one year, ex-smokers' risk of coronary disease is reduced to half that of a smoker. Within five to 15 years, their stroke risk is the same as a nonsmoker.

Ten years after quitting, former smokers also reduce their risk of lung disease by 50 percent, and after 15 years, their risk of heart disease is the same as that of someone who never smoked. Their overall risk of death is nearly the same as someone who never smoked at all.

The companies employing these ex-smokers also benefit: Tobacco use costs the United States more than \$180 billion annually in health care bills and lost productivity, and the lifetime health care costs of smokers are \$17,500 higher than those of nonsmokers.

To learn how wellness programs can help your organization save lives and save money, contact Beth Sweeney: beth.sweeney@amerihealth.com. *



New Members

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Member News

APPOINTMENTS

- Alloy, Silverstein, Shapiro, Adams, Mulford, Cicalese, Wilson & Co. made the following additions to their staff: Susan Burke, CPA and Barbara J. Smith, CPA.
- Charles G. Byron has been appointed director of financial services at Alloy Silverstein Financial Services, Inc.
- Kelly M. Estevam has joined Capehart Scatchard's Labor & Employment and School Law Departments in its Mount Laurel Office.
- Howard M. Weinberg, DO, FACC, has been appointed to New Jersey's Catastrophic Illness in Children Relief Fund Commission, which provides assistance to children and their families so they can maintain access to healthcare while trying to protect families against the high costs of healthcare.
- Stradley Ronon attorney Julie DiSalvio was appointed as a board member to the Philharmonic of Southern New Jersey.
- Alfonse M. Mattia CPA has been appointed to serve on the AICPA's Nomination Committee which serves as trustees for nominees to the Board of Directors.

AWARDS

- James R. Haefele, CPA, a forensics expert with Haefele Flanagan, was awarded the Certified in Financial Forensics (CFF) Credential by the American Institute of Certified Public Accountants (AICPA).
- Archer & Greiner, P.C. Attorneys Steven J. Fram and Thomas A. Muccifori were selected for inclusion in the March/April 2009

Corporate Counsel Edition of Super Lawyers magazine, for recognition in the practice area of business litigation.

- Kennedy Health System Beacon Awards were given to four area leaders: Daniel J. Ragone, CPA, Sherman M. Bennett, D.O., Alice A. Farrell, BSN, RN, Joseph M. Pitone, D.O., FACOI.
- Lee M. Hymerling has been named as the "New Jersey Best Lawyers Family Lawyer of the Year" for 2009.
- Cecilia Byrne-Schmidt of Taylor Wiseman & Taylor received the 2009 Merit Award from the New Jersey American Society of Landscape Architects for the residential design category.
- Taylor Wiseman & Taylor's Route 17/Essex Street Interchange Reconstruction Project received an honorable mention from the Federal Highway Administration's 2009 Excellence in Utility Relocation and Accommodation Awards Program in the Project Development category.
- Brenda Vogt, MSN, RN, a Clinical Nurse Specialist with Kennedy Health System was the recipient of the New Jersey State Nurses Association "Clinical Practice Award" for 2009 at the organizations Gala event on March 25th in Atlantic City.

ANNOUNCEMENTS

- Deborah Heart and Lung Center's received a 95 percent satisfaction rate on their recent Outpatient Satisfaction survey, placing them in the top 5 percent of all hospitals in the country.

- Joseph M. DiBella of Conner Strong was selected as one of the Philadelphia Business Journals' 40 Under 40 winners.
- James H. Jatko, PE, of Taylor Wiseman & Taylor became the first of the firm to earn a Leadership in Energy and Environmental Design (LEED) Accreditation.
- Advocare announced plans for the relocation of its existing West Deptford Pediatrics practice in Wenonah, New Jersey, which will host seven doctors and three nurse practitioners as well as a 9,700 square foot pediatric facility with state of the art technology, separate waiting areas and green features. The new location is 646 Kings Highway in West Deptford.

- Sean Porrini of Advocare has been promoted from chief financial officer to chief operating officer of Continuum Health Alliance, LLC.
- Capehart Scatchard is pleased to announce the addition of Ana-Eliza T. Freire, Esq. to its Firm's Workers' Compensation Department in the Mount Laurel office.
- Obermayer Rebmann Maxwell & Hippel LLP has named Ralph P. Ferrara partner and chair of its Construction Practice Group.
- Capehart Scatchard's senior associate, Sergio I. Scuteri was elected executive vice president of the Italy-America Chamber of Commerce of Greater Philadelphia. ✨



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May Calendar of Events

* Indicates Meeting held at Chamber Headquarters

| Monday | Tuesday | Wednesday | Thursday | Friday |
|--|--|-----------|----------|---|
| For more information about <i>upcoming events</i> visit www.chambersnj.com | | | | 1 |
| 4 | Spring Golf Outing: 10:30 a.m., Woodcrest Country Club, Cherry Hill | 5 | 6 | Network Connection Lunch: Noon, Caffe Aldo Lamberti, Cherry Hill |
| Pinnacle Awards Dinner: 6:00 p.m., Crowne Plaza, Cherry Hill | 11 | 12 | 13 | Ambassador Committee: 8:30 a.m.* |
| 18 | State Affairs Committee Meeting: 8:15 a.m., The Mansion on Main Street, Voorhees | 19 | 20 | Network Connection Breakfast: 8:30 a.m., Adelphia Restaurant, Deptford |
| 25 | 26 | 27 | 28 | Health Issues Committee: 8:30 a.m., The Mansion on Main Street, Voorhees |
| | | | 29 | Network Connection Lunch: Noon, Braddock's, Medford Business After Business: 5:00 p.m., SJ Technology Center, Mullica Hill |

Now is the time to lock in your booth location for 2009! Contact Blair Kindlich at (856) 424-7776 ext. 20, or bkindlich@chambersnj.com.

Special Events

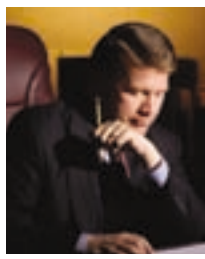
Continued from page 4

Chief Zaro Discusses NJ's Economic Initiatives

On March 16, Jerold Zaro, chief of the NJ Office of Economic Growth, addressed more than 100 members at a Wachovia Good Morning South Jersey event. Chief Zaro discussed the Corzine Administration's strategies during these trying economic times.

Pictured (l to r) are: Board members Roy Fazio of Protocall, Brian Walsh of BF Molz, Inc., and Jerry Lord of the Crowne Plaza Cherry Hill; CCSNJ President & CEO Debra P. DiLorenzo; Board member Carl Gibbs of Sturdivant & Company; Chief Jerold Zaro; Board member Douglas Dimmig, Wells Fargo; CCSNJ Executive Vice President & COO Kathleen Davis; Board member Joseph Fetterman of Jones Lang LaSalle; and CCSNJ Chairman Dr. Herman Saatkamp, Jr., of The Richard Stockton College of New Jersey. *





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