

Mark Your Calendar Today for Expo 2009

Mark your calendar now for *Thursday, September 17* when the Chamber will present the 25th 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 returning exhibitors have reserved their booths. 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

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Manuel & Chamber Members Honored at Pinnacle Awards Dinner



Nearly 350 Chamber members attended the Pinnacle Awards Dinner on May 11 at the Crowne Plaza in Cherry Hill. Charlie Manuel, manager of the 2008 World Series Champion Philadelphia Phillies, received the Chairman's award and delivered a keynote address that was lighthearted yet insightful and inspiring.

Continued on pages **6 & 7**

Congressman Jon Adler

Discusses New Jersey Economic Recovery

On April 17, Congressman John Adler addressed the Chamber's Congressional Action Committee and discussed the national economy and how New Jersey can best position itself for recovery. The meeting was sponsored by Horizon Blue Cross Blue Shield of New Jersey and Comcast. *



Governor Corzine's Counsel Addresses State Affairs Committee



Michellene Davis, Esq., chief policy counsel to Governor Jon S. Corzine, discussed the Fiscal Year 2010 State Budget and opened a dialogue with members to hear their suggestions and thoughts on the economy and the state's business climate during the April 22 State Affairs Committee meeting sponsored by Horizon Blue Cross Blue Shield of New Jersey, Flaster/Greenberg, P.C., South Jersey Industries and Verizon. Pictured left to right are: CCSNJ Executive Vice President & COO Kathleen A. Davis; Board member Jennifer Young, Verizon; CCSNJ Board Chairman Dr. Herman Saatkamp, The Richard Stockton College of New Jersey; Michelle Davis; Alma Saravia, Esq., Flaster/Greenberg, P.C.; CCSNJ President & CEO Debra P. DiLorenzo; Board member Bob Campbell, Holman Enterprises; and Marissa Travaline, South Jersey Industries. ✨

Treasurer Rousseau to Address State Affairs Committee

On Wednesday, June 17, the State Affairs Committee will host New Jersey State Treasurer David Rousseau who will discuss the Fiscal Year 2010 State Budget just days before the passage deadline. This meeting will be held at *The Mansion on Main Street* from 8:15 – 10 a.m. and is sponsored by *Horizon Blue Cross Blue Shield of New Jersey, South Jersey Industries, Flaster/Greenberg P.C., and Verizon.* ✨



Treasurer **David Rousseau**

NJ Department of Labor Commissioner Testifies on the UI Fund Before Assembly Budget Committee

On April 30, New Jersey Department of Labor and Workforce Development Commissioner David Socolow testified before the Assembly Budget Committee on the depleted Unemployment Insurance (UI) fund and its expected impact on employers.

Commissioner Socolow told the Committee that currently there are 375,000 New Jerseyans out of work and collecting either state unemployment benefits or federal extended unemployment benefits. In calendar year 2008, more

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than \$2.8 billion in unemployment insurance benefits were paid to nearly 570,000 workers who had lost their jobs. The Commissioner added that in the first three months of 2009, the demand for unemployment benefits has risen above the average in 2008. He went on to explain that at the direction of Governor Corzine, the Department hired 100 workers to help process unemployment claims.

The Commissioner continued by discussing the status of the Unemployment Insurance Trust Fund, which is the fund from which UI benefits are paid. Although approximately \$400 million in federal and state contributions have been deposited into the UI fund to try to keep the fund at a solvent level, it is not enough to avoid an automatic tax increase on employers and employees.

As we stated in our budget testimony, over the years, \$4.7 billion in employer and employee tax contributions to the UI Fund have been diverted to pay for other state expenses, despite numerous objections by the business community.

Starting July 1, 2009, employers will

Continued on page 9



From the President

Reserve Your Booth for Business Expo 2009

If you are looking to expand your sales leads, you need to exhibit at the Chamber's largest event of the year, Business Expo 2009, on *Thursday, September 17* at the *Crowne Plaza Cherry Hill*.

The Business Expo will be celebrating a milestone this year — its 25th Anniversary — and Chamber staff and volunteers have been working hard to plan a dynamic show that will present the best and brightest of the South Jersey business community.

Booths are selling fast for the region's largest business-to-business trade show. So, if you haven't reserved your space, don't wait another minute. Gain visibility for your company and meet thousands of decision makers at this day-long marketplace for business. Business Expo offers you an excellent marketing tool to expand sales leads, develop vendor contacts and strengthen existing business relationships. Last year, 60 percent of the 3,500 Expo attendees had purchasing authority for their company and past exhibitors utilized their business leads throughout the year.

Check out our Expo web site at www.exposj.com where you can view a list of current exhibitors, a floor plan of the exhibit space, and you can register for your booth. To improve traffic flow at the show, we have redesigned the layout of exhibit space, making the Riverside Pavilion the entrance to the show and a prime location as the first stop for attendees visiting Business Expo 2009.

We would like to extend our sincere thanks to the Expo Committee and its Chairman Jim Ziereis of *Harrah's Entertainment Inc.* for their continued hard work and fine efforts in the planning and implementation of Expo 2009. Their involvement has ensured the success of the show and we are deeply grateful.

If you are looking for thousands of qualified business leads in one day and in one location, don't let the opportunity pass you by to exhibit at the **Chamber's 25th Annual Business Expo** on *Thursday, September 17, from 10:00 a.m. to 4:00 p.m. at the Crowne Plaza Cherry Hill.* ✨



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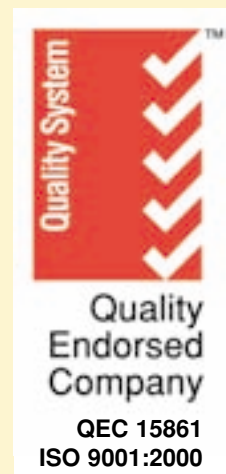
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Federal Reserve Bank Publishes South Jersey Business Survey Results

According to results published in the South Jersey Business Survey by the Research Department of the Federal Reserve Bank of Philadelphia in partnership with the Chamber, declines in business continued to be widespread in the first quarter. Over 40 percent respondents reported lower levels of business activity, while less than 20 percent reported higher levels. The firms polled reported continued declines in sales and employment during the first quarter, and many reported a decrease in prices for their products coupled with an increase in costs.

Despite the reported continuing decline in business activity this quarter, current indicators of business performance have improved modestly over from last quarter to this quarter. The broadest of these indicators, the general activity index, increased from a record low of -43.1 in the fourth quarter to -24.5. The increase of this index is certainly one of the reasons why many South Jersey firms were notably more optimistic about the future this quarter, as their survey responses suggest a belief that the drop in business activity will bottom out over the next six months. The percentage of firms expecting an improvement in conditions is now 47 percent, which now exceeds the 17 percent that expect further declines. Survey results also show many executives were significantly more optimistic about growth over the next six months.

To read a full summary of the results, visit the Partner's page of www.chambersnj.com. ✨



Special Events

Industry Experts Examine Regional Economy at Rutgers Business Outlook



Rutgers School of Business-Camden hosted its Quarterly Business Outlook, sponsored by Flaster/Greenberg, P.C. and the Chamber on April 21. Moderated by Rayman Solomon (far right), acting executive dean, Rutgers School of Business-Camden, the panel featured (from left): Michael Carbone, metro president/metro Philadelphia market, TD Bank (Banking); Robert Minniti, president, SJ Hot Chefs (The South Jersey Independent Restaurant Association) and chef/owner, Baccio Italian Cuisine (Restaurant); Steve DiBartolo, chairman and CEO, Hill International (Commercial Construction); and Joel Naroff, Ph.D., chief economist, TD Bank, and president, Naroff Economic Advisors (Economy). To read the full summary of the event, visit the Partners page of www.chambersnj.com. The next Quarterly Business Outlook will be held July 28 at 7:45 a.m. at the Crowne Plaza, Cherry Hill. ✨



PNC Executive Series to Feature 'Nova Coach Wright

On Friday, June 12, the PNC Executive Series will feature Villanova Basketball Coach Jay Wright at a luncheon event starting at 11:30 a.m. at *The Mansion at Main Street* in Voorhees.

In his seven seasons as head coach, Jay Wright has enhanced and added new chapters to the rich history of Villanova Basketball. A 1983 graduate of Bucknell University with degrees in economics and sociology, Wright was a four-year letterman in basketball. He earned both the Benton A. Kribbs Most Valuable Player and the Malcolm E. Musser Leadership Awards as an undergraduate.

Coach Wright will share how he led the Wildcats to their first Final Four appearance since winning the national championship in 1985.

Visit www.chambersnj.com to register. ✨

Save the Date... Business After Business

Tuesday, July 14, 2009

5:30 to 7:30 p.m.

Trump Marina, Atlantic City

Sponsored by Energetics ✨

More **Special Events** continued on page 5

Become a Preferred Vendor

The Chamber of Commerce Southern New Jersey will present the seventh annual Procurement Fair, sponsored by Lockheed Martin and Duane Morris, on Wednesday, 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 the state and some of the area's major corporations.

- **MODERATOR** • Greg Lomax, Esq., Partner
Duane Morris
- **DEFENSE** • Bill Reid, Director of Sourcing
Lockheed Martin
- **CASINO** • Tammy Powell, Director of Purchasing
Borgata
- **STATE TREASURY** • Sandy Davis, Director of the Office of Supplier Diversity
NJ Department of the Treasury

Visit www.chambersnj.com for details and registration. ✨

Network Connection Series

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June

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

July

- 2** Noon *Caffe Aldo Lamberti, Cherry Hill*
- 9** 8:30 a.m. *Adelphia Restaurant, Depford*
- 16** Noon *Braddock's, Medford*
- 30** 8:30 a.m. *The Heritage House, Millville*

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

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Pinnacle Awards Dinner

Pinnacle Awards

Continued from page 1

Manuel shared with the Chamber his experiences leading the Philadelphia Phillies to their first World Series Championship in nearly thirty years. Throughout his keynote address, Charlie stressed the importance of teamwork and "playing in the moment." He reflected on his life experiences that helped define him and ultimately guided him to where he is today, a World Series Champion.

In addition, Pinnacle Awards were presented to members in recognition of each recipient's commitment and support of the Chamber and their communities. The *New Jersey Casino Industry* was presented with the **President's Award**; *Lockheed Martin Maritime Systems and Sensors* was presented with the **Education Award**; *Coriell Institute for Medical Research* was presented with the **Wellness Award**; *PNC* received the **Green Award**; *Gene M. Principato*, president, *The Marketing Difference* and chairman, Chamber's Ambassador Committee, was honored with the **Volunteer of the Year Award**; and *The Honorable Pamela R. Lampitt*, NJ Assembly, District 6, received the **Public Service Award**.

The Chamber would like to thank our sponsors *AmeriHealth New Jersey*; *Atlantic City Electric*; *Generate Revenue & Time Inc.*; *The Inquirer*, *Daily News*, *philly.com/Monster*; *South Jersey Industries*; *TD Bank*; *Virtua Health*; and *New Jersey American Water*. ✨



▲ Joseph M. Rigby (right), president & CEO of Pepco Holdings, Inc. presented Phillies Manager Charlie Manuel with the Chamber's Chairman's Award.



▲ Joseph A. Corbo, Jr., Esq., (right) vice president & general counsel of Borgata Hotel Casino & Spa and president of the Casino Association of New Jersey, accepts the President's Award on behalf of the New Jersey Casino Industry from Michael C. Carbone, president, Metro Philadelphia Market, TD Bank.



◀ CCSNJ Board Vice Chair Judith Roman (right), president and CEO of AmeriHealth New Jersey, presents the Wellness Award to Dr. Michael F. Christman, president and CEO of Coriell Institute for Medical Research.

2009



◀ Orlando D. Carvalho (left), vice president and general manager of Lockheed Martin, accepts the Education Award on behalf of Lockheed Martin from CCSNJ Board member Mark Frisby (right), executive vice president, Philadelphia Media Holdings & publisher, Daily News.

▼ Christopher D. Carpino (left), CEO of Generate Revenue & Time, Inc., presents Eugene Principato, president of The Marketing Difference, with the Volunteer of the Year Award.



▲ David A. Kindlick (left), CFO of South Jersey Industries, presents J. William Mills, III, president of PNC, with the Green Award.



Congratulations to the Award Recipients!

Assemblywoman Pamela Lampitt (left) received the ▶
Public Service Award from CCSNJ Board member
Richard P. Miller, president & CEO of Virtua.



Membership

“The *Chamber* has a reputation for being a **true advocate** for its members – the **business community** – but *always* does so in the **most respectful manner**. Because of this, the *Chamber* always has a **seat at the table**. Although we may not **always agree**, we *always respect* each other. ✨

– **MICHELLENE DAVIS, ESQ.**,

CHIEF POLICY COUNSEL TO GOVERNOR JON S. CORZINE

Advertise in the **2009 Membership Directory Addendum**

The Chamber's *Membership Directory Addendum with Email and Web Site Directory*, a follow-up to the directory you received earlier this year, covers new members that joined between January and June 2009 and includes an *Email and Web Site Directory* of members, used as a quick resource year-long. This publication is an ideal venue for business-to-business advertising. Like the *Membership Directory*, the *Addendum and Email and Web Site Directory* is distributed yearly to Chamber members across the Delaware Valley. Your advertisement in the *Addendum* will be on the desks of the top decision makers in the region, where it will be used time and again to locate suppliers of goods and services. Your ad in this publication gives you optimal exposure in the Southern New Jersey business community. Watch your mail for more information on how you can take advantage of this unique advertising opportunity, or call Morris Graphics Inc. at 856-845-4980. ✨

ADVERTORIAL

AmeriHealth: Wellness Expo attracts 173 local business people

AmeriHealth New Jersey, in partnership with the Chamber of Commerce Southern New Jersey, hosted Wellness Expo 2009. The event attracted 173 southern New Jersey business owners and employees interested in learning more about how they can improve their economic and physical health through wellness programs.

The first-of-its-kind event featured 18 wellness-related exhibitors that offered on-site health screenings, including BMI (body mass index), blood pressure, and blood sugar testing.

In her opening remarks, Judith Roman, AmeriHealth New Jersey's president and CEO, drew the linkage between employees and organizational health. "There has never been a more compelling or crucial time to embrace employee wellness than right now," Roman said.

Roman noted that while 2008 health care spending rose at more than twice the consumer inflation rate, comprehensive worksite wellness programs have been shown to reduce health

care costs by at least 20 percent, reduce short-term sick leave by up to 32 percent and workers' compensation claims by up to 30 percent, and save sponsoring companies between \$3 and \$6 for every \$1 invested.

These findings are especially noteworthy when considering that obesity alone results in an additional \$98 billion to \$129 billion in annual health care costs for American businesses.

In addition to Roman's remarks, other presentation topics included Camden County's "Healthy Employees Consortium"

and a panel discussion on "Why Wellness Matters," featuring several local business leaders from the areas of health care, health insurance, and benefits consulting.

AmeriHealth New Jersey is the collective name for AmeriHealth HMO, Inc. and AmeriHealth Insurance Company of New Jersey.

For more information, contact Beth Sweeney:
beth.sweeney@amerihealth.com. ✨



pay an additional \$100 per employee. Even with this additional revenue, the Department is estimating that the UI Fund balance will be negative \$1.6 billion on June 30, 2010 and further tax increases are likely. We believe based on this information that there is a very strong possibility starting July 1, 2010 employers will start paying the top rate for the UI tax, which could mean an increase of at least 40 percent.

After the Commissioner completed his testimony, Committee members asked questions on a wide variety of topics. In a show of support for the Chamber's FY2010 Budget testimony, both Assemblyman David Wolfe and Assembly Minority Leader Alex DeCroce questioned Commissioner Socolow about the possibility of easing civil service rules to ensure that the state labor force is deployed in the most efficient manner possible. As Kathleen Davis, executive vice president & COO of the Chamber told the Committee in her testimony on April 2nd, if added flexibility was built into civil service rules, the 100 state employees hired by DOL to process the unemployment claim backlog could have been avoided. Commissioner Socolow responded to the questions by deferring to the Civil Service Commission, which is in, but not of the Department of Labor.

The Chamber will continue to monitor the status of the UI fund and the pending tax increase on employers as the budget deadline nears, as well as the issue of Civil Service reform to ensure the efficient deployment of the state government labor force.

Bill to Mandate Prevailing Wage for BPU Regulated Projects Passes Committee

On May 11, Christina M. Genovese, manager of government relations, testified in opposition to **A-3372 (BARNES /**

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DIEGNAN / LOVE / EGAN), which requires prevailing wage for construction projects connected with Board of Public Utilities (BPU) financial assistance.

Under this bill, any business that engages in projects that receive BPU assistance or oversight will be forced to pay prevailing wage rate, adding another considerable cost to construction or renovation projects.

Ms. Genovese told the Committee that, "In this economy, it is counterproductive to mandate what would result in higher construction costs to businesses that want to make an investment in energy efficient measures." She went on to explain, "Additional wage costs will equate to less money for new projects and less job creation in New Jersey, at a time when this state must begin positioning itself for an economic recovery."

Ms. Genovese stated that the economic reality is that in order for businesses to invest in energy there must be a significant return on investment. Many energy related projects, such as solar installations, have significant up-front costs that are often partially offset by BPU rebates or incentives. However, if the prevailing wage rate is mandated, construction costs will increase, making the BPU incentives inconsequential to the total cost of the project. Ms. Genovese went on to tell the Committee that according to the American Legislative Exchange Council's (ALEC) recently released "Rich States, Poor States" Report, prevailing wage is responsible for increasing construction costs by up to 38 percent.

A-3372 (Barnes / Diegnan / Love / Egan) passed the Committee by a vote of 5 – 2, with Assemblyman Ronald Dancer being the sole Republican supporter of the bill, and Republican Assemblymen Jay Webber and Michael Doherty voting against it. The bill will now move to the full Assembly for a vote. The bills Senate counterpart, S-2340 (Sweeney/Buono) passed the full Senate on March 16, 2009.

Governor Signs Licensed Site Remediation Professional Bill

On May 7, Governor Corzine signed into law the Licensed Site Remediation Professional (LSRP) bill into law, along with an accompanying Executive Order. The new law will overhaul New Jersey's site remediation system and make significant changes to how contaminated sites across New Jersey are cleaned-up and evaluated.

The Chamber, with the leadership of the Chamber's Environment Committee Chairman Bruce Katcher, Esq., gathered a small ad-hoc committee comprised of members who will be directly impacted by this bill to discuss the formulation of the Chamber's formal policy position. As a result, the Chamber provided comments outlining our concerns on **S-1897 (SMITH) / A-2962 (McKEON)** which were distributed to the members of the Senate and Assembly Environment Committees, as well as key New Jersey Department of Environmental Protection officials.

After several draft versions of the bill and months of retooling, several key amendments were made to the bill addressing our major concerns. As a result, the Chamber ultimately supported this legislation. ✨

New Members

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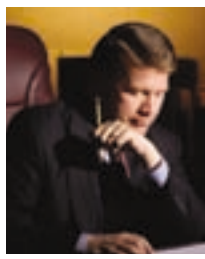
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