

## After-Hours Networking on The Deck at Trump Marina

Take in a fantastic view of the Atlantic City skyline on the bay's edge while you network with fellow Chamber members at this summertime Business After Business event hosted by *The Deck at Trump Marina* on *Tuesday, July 14, from 6 to 8 p.m.* Attendees will enjoy fabulous food, cash bar and musical entertainment at this event sponsored by *Energenic* and *Trump Entertainment Resorts*.

To register, call the Chamber or register online at [www.chambersnj.com](http://www.chambersnj.com). \*



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## Showcase Your Company at Business Expo 2009

The Chamber of Commerce of Southern New Jersey will celebrate the 25th Anniversary of the Business Expo on *Thursday, September 17, 10 a.m. – 4 p.m.* at the *Crowne Plaza Cherry Hill*. Featuring 200 exhibitors and 3,500 attendees, the Expo is the perfect opportunity to expand your business by making new business contacts and networking with colleagues and clients.

The Business Expo is Southern New Jersey's premier event for members to showcase their businesses. Business Expo attracts thousands of the region's decision makers — 60 percent of last year's attendees had purchasing authority for their business. The Chamber aggressively markets this show to qualified attendees bringing exhibitors the best business audience in the region.

Showcase your business to over 3,500 attendees that represent Atlantic, Burlington, Cape May, Camden, Cumberland, Gloucester and Salem Counties, as well as Central New Jersey, Delaware and Greater Philadelphia. Take advantage of the diversity of exhibitors at Expo 2009, including technology companies, service providers, local media, entertainment, area colleges, healthcare providers, manufacturers, sports teams and non-profit organizations.

Exhibitors will also receive a 5" ad in a special section of the *Philadelphia Inquirer* on Sunday, September 13, 2009, and a 250 character description on [www.exposj.com](http://www.exposj.com).

We encourage you to visit [www.exposj.com](http://www.exposj.com), the Chamber's web site dedicated to Business Expo 2009, to view a current list of exhibitors, the floor plans of the exhibit space and to reserve your booth today. \*

Chamber of Commerce  
Southern New Jersey  
**BUSINESS EXPO 2009**  
*Silver Anniversary* 

## SJ's Development Plan for Growth

On May 27, Thomas D. Carver, Esq. executive director of the Casino Reinvestment Development Authority, opened the Wachovia Good Morning South Jersey Series event where Chamber members learned about the Atlantic City Regional Transportation Plan which includes transportation improvements needed to facilitate economic growth, including housing needs, in Atlantic City and the South Jersey region.



Continued on page 9

## Cantor Outlines **Top Health Policy Issues**



On May, 15, Dr. Joel Cantor, director, Center for State Health Care Policy, Rutgers University, addressed the Health Issues Committee and discussed the top six health policy issues affecting the state with our members. At the meeting, sponsored by AmeriHealth New Jersey, Bayada Nurses, Lourdes Health System and Horizon Blue Cross Blue Shield of New Jersey, are (from left): Nichole LoPresti, Horizon BCBSNJ; Jim Wallace, Lourdes Health System; Dr. Cantor; Brian Litten, Esq., AmeriHealth New Jersey; Louise Lindenmeier, Bayada Nurses; CCSNJ Executive Vice President & COO Kathleen Davis; and CCSNJ President & COO Debra DiLorenzo. \*

## **Corzine Policy Director**

### Addresses State Affairs Committee



**Janelen Duffy**

Janelen Duffy, policy director to Governor Jon S. Corzine, discussed the disbursement of New Jersey's federal stimulus money and how it will impact different statewide programs and initiatives at the State Affairs Committee on Tuesday, May 19 sponsored by Horizon Blue Cross Blue Shield of New Jersey, Flaster/Greenberg, P.C., South Jersey Industries and Verizon. \*

## Bill to Mandate Prevailing Wage for BPU Regulated Projects Moves to the Governor's Desk

On May 21, the New Jersey General Assembly passed to **A-3372 (BARNES / 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.

## Legislative Update

**AS OF JUNE 8, 2009**

Christina M. Genovese, manager of government relations, testified in opposition to this bill earlier in May when it was heard by the Assembly Labor Committee. She stated 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

*Continued on page 7*

# From the President

## Summer Institute: An Innovative Educational Experience For Teachers

The Chamber is extremely proud to once again hold its award-winning South Jersey Summer Institute for Educators this July. This unique and innovative program provides an opportunity for area teachers to receive a first-hand look at the key issues and challenges facing the business community in our region. For three weeks, a diverse mix of educators from Atlantic, Burlington, Cape May, Camden, Cumberland, Gloucester and Salem counties will be exposed to the real-world challenges faced by business to provide a better understanding of the skills and characteristics their students will need in order to be successful in the workplace.

This year's Institute will run from July 6 through July 24 at the State Department of Education-Gloucester County Office in Sewell and will include panel discussions, facility tours and interaction with more than 100 representatives from government and business. Participants will examine issues in the areas of economics, health care, manufacturing, research and development, energy, science and technology, the environment, government regulation, international trade and tourism.

The goal of the Institute is threefold. First, it exposes teachers to the South Jersey business community's pertinent issues, while providing teachers a first-hand look at the practical applications of their subject areas in the workplace. Second, it builds bridges between the business community and schools, creating a lasting link. Third, it educates teachers on the skills and characteristics their students will need to be successful in tomorrow's workforce, as well as job opportunities that exist in the region.

The Institute, now in its 18th year, is a New Jersey Department of Education registered

Professional Development Provider of continuing education and has been endorsed by the New Jersey Education Association as a continuing education program. Further, the Institute is consistent with New Jersey's Workplace Readiness Standards of the Core Curriculum Content Standards by enabling educators to better prepare all students for employment.

The Chamber could not hold the Institute without the generosity of the many companies and individuals that host tours, participate in panel discussions and sponsor teachers. Over the years, we have seen valuable partnerships form between the participating teachers and the sponsoring companies. This interaction and dialogue continues long after the Institute is over, benefiting the businesses, educators and students alike. Special thanks to this year's sponsors: *BP America; Campbell Soup Company; Carney's Point Generating Plant; Comcast; K-Tron International, Inc.; Lockheed Martin Maritime Systems & Sensors; Logan Generating Plant; Mannington Mills, Inc.; New Jersey American Water; PNC Bank, N.A.; Poly One Corporation; Bancroft NeuroHealth; Sturdivant & Co.; PSE&G; PSEG Nuclear, LLC; Sony DADC; South Jersey Industries; Subaru of America, Inc.; Sunoco Inc. Eagle Point Facility; Valero Refining Company-New Jersey; Verizon Foundation; Virtua; and Wachovia Foundation.* Their continued support allows teachers to get the chance to participate in this rewarding program each year.

The Chamber continually strives to make our region a better place to live, work and enjoy. With the ultimate goal of creating a better prepared workforce for businesses in Southern New Jersey, the South Jersey Summer Institute for Educators is a program that supports this mission, and is an initiative from which we can all benefit. \*



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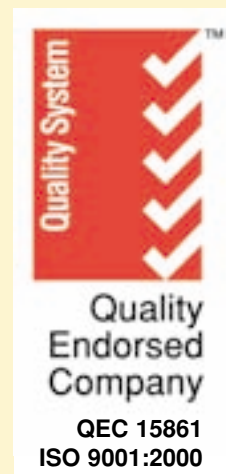
### Editor

Meredith Lorrilliere



July issue sponsored by

**Sun National Bank**



# Special Events

## Chamber Members Cheer Riversharks to Victory

On June 1, Chamber members enjoyed a Business After Business event in a private club box at the Camden Riversharks game against the Newark Bears. Special thanks to our sponsors, *Cooper University Hospital, Camden County, Delaware River Port Authority, Genova Burns and Vernoia, and Rutgers School of Business – Camden.* ☀



▲ *Riversharks Manager Joe Ferguson stopped by the event to meet members and answer their questions about the team, as well as his career in professional baseball.*

*Chamber Board member Art Winkler, executive vice president of corporate services for Cooper University Hospital, threw out the first pitch.* ▶

More **Special Events** continued on page 5

*Save the Date...*  
**The Employee Free Choice Act:** The Facts, the Fiction and the Future of Labor Relations

*Sponsored by Flaster/Greenberg, P.C.,  
Tuesday, July 21, 8:00 – 11:00 a.m.,  
The Mansion on Main Street*

Join us to hear from our panel of experts who will provide an overview and outline the implications of the EFCA, which if passed would be the most significant change to federal labor law in more than 70 years.

Visit [www.chambersnj.com](http://www.chambersnj.com) for more information. ☀



## Network with Members Overlooking the Cooper River



The Chamber will host a special summertime Business After Business at the *Boathouse at Cooper River*, sponsored by *Beneficial Bank, Holman Enterprises and Whitesell*, on *Wednesday, August 5, from 5:30 to 7:30 p.m.* Spend a relaxing summer night networking with fellow Chamber members at Camden County's inventive Boathouse overlooking Cooper River while you enjoy hot and cold hors d'oeuvres, cash bar and summertime music. The finest, most modern and ecologically correct boathouse in the region, the Boathouse at Cooper River is available to the public to rent. It features a banquet room accommodating up to 200 people, and two meeting rooms, all with distinctive second floor vistas. To register visit [www.chambersnj.com](http://www.chambersnj.com). ☀

## Members Visit SJ Tech Park at Business After Business Event

On May 21, the Rohrer College of Business at Rowan University hosted a Business After Business event at the South Jersey Technology Park (SJTP) sponsored by The Bank and Stradley Ronon Stevens & Young, LLP. ✨

▼ One of the incubator's tenants FocalCool, a medical device startup company, demonstrated its technology that reduces tissue damage from heart attacks and strokes using a special catheter system that can apply rapid local cooling to organs.



▲ Attendees got to experience virtual reality in one of SJTP's labs known as a Cave®, which provides advanced scientific visualization.



▲ (From left) CCSNJ board member Francis Manning, Esq., Stradley Ronon Stevens & Young; CCSNJ board member Angela Snyder, The Bank; Rowan University President Donald Farish; CCSNJ President & CEO Debra P. DiLorenzo; and CCSNJ board member Niranjana Pati, Rohrer College of Business at Rowan University.

# Membership

“ One of the **best** managed **business associations** in New Jersey — *timely* **programs** provided by *responsive* **leadership** and **staff**. ✨

— **MIKE TUOSTO,**  
**PSEG NUCLEAR**

Member Testimonial

## Update Information in the **Website and Email Directory**

Have your email or web site addresses changed in the past year? Have you launched a new web site? Then make sure the Chamber has your up-to-date addresses. The Chamber will publish its *2009 Membership Directory Addendum with Web Site and Email Directory* this summer. In addition to new members that joined the Chamber from January through June 2009, this publication includes a Web Site and Email Directory used as a purchasing tool year-long. Please take a look at your company information in the *Membership Directory & Buyers' Guide* published earlier this year to double check that your email and web site information are correct. Or, contact Carol Revak at (856) 424-7776, extension 22, or crevak@chambersnj.com, to get a copy of your member information form to review.

We encourage you to update your information for inclusion in this valuable publication. The deadline for submissions in *July 15*, so don't delay. ✨

ADVERTORIAL

## AmeriHealth: Why BMI?

The public dialogue around fitness has steadily shifted from a narrow emphasis on weight to a broader focus on Body Mass Index, or BMI. This actually makes a lot of sense, because BMI provides clearer insight into overall fitness and health.

But, what exactly is BMI, and why is it so important?

BMI, put simply, is a statistical measurement that compares your weight to your height. It's calculated by multiplying your weight by 703 (which represents the conversion from metric to American measurements) and dividing the equation by your height in inches, squared.

AmeriHealth New Jersey is committed to improving the health of people in New Jersey, and regularly conducts health screenings around the state to help its members know and understand their BMI, as well as their percentage of body fat and other information to help them maximize their health.

Generally, a BMI of between 18.5 and 24.9 is considered "normal." Someone with a BMI between 25 and 29.9 is typically

considered to be overweight, while people with BMI of 30 or higher are usually categorized as obese. Anyone with a BMI of below 18.5 is usually considered underweight.

The numbers may be less reliable if you work out a lot or are very muscular. Because muscle weighs more than fat, your healthy weight might be higher than it would be for most people of your height, and your BMI may indicate that you are overweight.

Nonetheless, BMI is a valuable, easy-to-calculate tool. People whose BMI falls outside of desirable range are often at higher risk for diabetes, heart disease and

other chronic health conditions. People with out-of-range BMI should consult with their health care professional to determine how to modify their eating and exercise regimen.

Knowing your BMI can help you take far greater control over your own health management. For more information, contact Beth Sweeney: beth.sweeney@amerihealth.com. ✨



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 Assembly by a vote of 54 – 22 with one abstention. The bills Senate counterpart, **S-2340 (SWEENEY / BUONO)** passed the full Senate on March 16, 2009. This bill now moves to the Governor's desk and awaits signature into law.

### Treasurer Rousseau Presents Updated Budget Information to Legislature

On May 19, New Jersey State Treasurer David Rousseau delivered more bad news to the Budget Committees in his presentation on the current year and next year's budget proposal. David Rosen, legislative budget analyst of the non-partisan Office of Legislative Services, indicated that New Jersey will come up nearly \$3 billion short of revenue during the remainder of Fiscal Year 2009 and throughout Fiscal Year 2010 if significant budget adjustments are not made. Rosen called his report, "the worst revenue report that I've ever given to the Legislature."

In order to fill this budget gap, Treasurer Rousseau detailed the latest round of tax increases, cuts, and deferrals proposed by Governor Corzine, which include:

- Tiered income tax increases: those who earn between \$400,000 and \$500,000 will pay eight percent versus the current 6.73 percent (a 19 percent increase); those who earn between \$500,000 to \$1 million will pay 10.25 percent instead of 8.97 percent (a 14 percent increase); and those earning more than \$1 million will pay 10.75 percent versus the current top rate of 8.97 (a 20 percent increase).
- Increasing taxes on HMO companies, from two to three percent (which will raise about \$50 million); and imposing a 0.25 percent premium tax on health insurers to generate \$66 million.

## Legislative Update

AS OF JUNE 8, 2009

- One year suspension of property tax rebates next year for everyone except seniors and the disabled (expected to net \$943 million).

Earlier in May, Governor Corzine announced an additional \$1.2 billion in spending adjustments to ensure the Fiscal Year 2009 budget is balanced by the June 30 Constitutional deadline.

Once Treasurer Rousseau finished his formal testimony, Republican members of the Committee asked a series of questions. Republican Budget Officer Assemblyman Joseph Malone (R-30) inquired about the status of the Unemployment Insurance (UI) Trust Fund and whether or not additional tax increases on employers are on the horizon. Those who attended the May 19 State Affairs Committee heard that the \$120 million committed by the State to help replenish the UI fund and offset a larger tax increase on employers was in danger. If that \$120 million deposit is not made, employers would be faced with an increase even greater than what they are facing starting July 1 (an increase of approximately \$100 per employee).

In his response, the Treasurer told the Committee that currently the \$120 million is still dedicated to the UI Fund. However, he noted that "everything is on the table" to be shifted around between now and the end of the 2009 fiscal year, although the Governor will do so only as a last resort.

The Chamber will continue to serve as your advocate in Trenton, and to provide you with updates on the Fiscal Year 2010 State Budget deliberations. Please continue to visit the Chamber web site for updated Fiscal Year 2010 Budget information as we move closer towards the constitutional deadline for passage on June 30.

### SBA Launches New 100-Percent Guarantee ARC Loan Program to Help Struggling Businesses

Small businesses suffering financial hardship as a result of the slow economy may be eligible to receive temporary relief to keep their doors open and get their cash flow back on track through to a new loan program announced by US Small Business Administrator Karen G. Mills.

Beginning on June 15, Small Business Administration (SBA) will start guaranteeing America's Recovery Capital (ARC) loans. ARC loans are deferred-payment loans of up to \$35,000 available to established, viable, for-profit small businesses that need short-term help to make their principal and interest payments on existing qualifying debt. ARC loans are interest-free to the borrower, 100 percent guaranteed by the SBA, and have no SBA fees associated with them.

As part of the Recovery Act, the ARC program was created as a no-interest, deferred payment loan to help small businesses that have a history of good performance, but as a result of the tough economy, are struggling to make debt payments.

ARC loans will be disbursed within a period of up to six months and will provide funds to be used for payments of principal and interest for existing, qualifying small business debt including mortgages, term and revolving lines of credit, capital leases, credit card obligations and notes payable to vendors, suppliers and utilities. Repayment will not begin until 12 months after the final disbursement. Borrowers don't have to pay interest on ARC loans. After the 12-month deferral period, borrowers will pay back the loan principal over a period of five years.

For further information on this program, please contact Christina M. Genovese, manager, government relations at [cgenovese@chambersnj.com](mailto:cgenovese@chambersnj.com) or (856) 424-7776 ext. 27.

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## 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. \*

## Network Connection Series

Sponsored by



### July

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

### August

- 6** ..... Noon ..... *Caffe Aldo Lamberti, Cherry Hill*
- 13** ..... 8:30 a.m. .... *Adelphia Restaurant, Deptford*
- 20** ..... Noon ..... *Braddock's, Medford*

Visit [www.chambersnj.com](http://www.chambersnj.com) for more information and registration. \*

## 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. \*

### Proposed HMO & Insurance Premium Tax in FY2010 State Budget

The Chamber recently constructed a formal position in opposition to Corzine's proposed HMO assessment and insurance premium tax, which would increase taxes on HMO companies from 2 to 3 percent (which will raise about \$50 million) and would impose a 0.25 percent premium tax on health insurers to generate \$66 million. The Chamber believes that increased taxes on insurers will have negative ramifications on the health care industry as a whole by placing a greater tax burden on current health carriers, disincentivizing new carriers from joining the New Jersey marketplace, and may result in some of the smaller-sized plans dropping out of the state's market.

The Chamber plans to continue to weigh in on these and other FY2010 Budget issues over the next weeks as budget deliberations continue.

## Legislative Update

As of June 8, 2009

### Bill to Aid Small Technology Companies Passes Committee

On June 4, the Chamber supported A-3883 (Chivukula/Oliver/Giblin), which expands State programs to encourage investments in small technology companies. The Technology Business Tax Certificate Transfer Program is a program administered by the New Jersey Economic Development Authority that enables approved technology and biotechnology businesses to sell their unused net operating loss carryover (NOL) and unused research and development tax credits to unaffiliated, profitable corporations

in New Jersey for 80 percent of the value of the tax benefits. The proceeds from those sales are required to be re-invested in the seller's business by purchasing equipment, facilities, or other allowable expenditures.

The Chamber believes A-3883 (Chivukula/Oliver/Giblin) will enhance this program by raising the ceiling on the maximum lifetime value of surrendered tax benefits under the NOL component of this program from \$10 million to \$15 million. Additionally, the Chamber believes that increasing the amount of private financial assistance offered for the tax credits from 75% to 80% will also assist in providing extra funding to less profitable companies during this economic decline.

A-3883 (Chivukula/Oliver/Giblin) passed the Assembly Commerce and Economic Development Committee by a vote of six in favor, zero against, with one abstention. This bill now moves to the Assembly Appropriations Committee for consideration. ✨

## SJ's Development Plan for Growth

Continued from page 1



The panel included (from left) Jack Lettiere, president, Lettiere Consulting, LLC; Michelle M. MacKinnon, Esq., AICP/PP, project manager, AECOM, Inc.; and Susan Ney Thompson, chief executive officer, Casino Reinvestment Development Authority. ✨

# New Members

## ADVERTISING AGENCIES

**Ciavo Design, LLC**  
[www.ciavo.com](http://www.ciavo.com)  
Barrington, NJ

## ARCHITECTS

**Arch Design Architects, Inc.**  
[www.architects.com](http://www.architects.com)  
Cherry Hill, NJ  
Architectural Design Services. Specializing in commercial, custom residential and sustainable design. Visit our website for additional information.

## ARTS: VISUAL & PERFORMING

**Mainstage Center for the Arts**  
[www.mainstage.org](http://www.mainstage.org)  
Blackwood, NJ  
Quality family entertainment and programs at affordable prices.

## BANKS

**Audubon Savings Bank**  
[www.audubonsavings.com](http://www.audubonsavings.com)  
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Audubon Savings Bank is a mutual savings bank providing businesses and consumers with a variety of loan and deposit products.

## CONSTRUCTION SERVICES

**DP Construction Management, LLC**  
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Stratford, NJ  
We are one of the areas leading construction companies. We work in concert to provide integrated expertise in development, planning & construction.

## CONSULTANTS

**Executive Edge Consulting**  
Cherry Hill, NJ

## CONSULTANTS-ECONOMIC

**Expense Reduction Analysts**  
[www.expensereduction.com](http://www.expensereduction.com)  
Moorestown, NJ  
Expense Reduction Analysts (ERA) is an international consulting organization that

helps businesses to improve their bottom line by reducing overhead cost for our clients.

## CONSULTANTS-FINANCIAL

**B2B CFO**  
[www.b2bcfo.com/partners/vleusner](http://www.b2bcfo.com/partners/vleusner)  
Cherry Hill, NJ  
USA's largest CFO firm focusing on mid-market companies. We serve owners of emerging and mid-market companies, with revenue up to \$75 million, who want to increase cash, profitability, sales and company value.

## COPIER EQUIPMENT & SUPPLIES

**American Duplicating**  
[www.americanduplicating.com](http://www.americanduplicating.com)  
Pennsauken, NJ  
Our goal is to provide our customers with the most productive and cost effective solutions to their office document needs and outstanding customer support both before & after the sale is made. We strive to keep every customer satisfied so that they will come back to us for all of their future printer, copier and fax needs.

## CREDIT CARDS

**Evo Direct**  
[www.goevo.com](http://www.goevo.com)  
Medford Lakes, NJ  
As a direct credit card processor, I provide excellent merchant services and related equipment at the lowest cost possible.

## EDUCATION

**Student Loan Relief**  
[www.slro.net](http://www.slro.net)  
Voorhees, NJ  
Provide educational consulting services for those who are troubled with student loan debt and/or need help in planning an education.

## EMPLOYEE BENEFITS

**Innovative Benefit Planning**  
[www.ibpllc.com](http://www.ibpllc.com)  
Cinnaminson, NJ  
We are an employee benefit planning and financial services company that combines innovation with integrity for companies across the United States.

## ENVIRONMENTAL PRODUCTS

**ECOMATES™**  
[www.ecomates.com/kookster](http://www.ecomates.com/kookster)  
Cherry Hill, NJ  
ECOMATES™ manufactures and distributes Ethos FR, a product that increases fuel efficiency, decreases maintenance costs and reduces vehicle emissions significantly.

## ENVIRONMENTAL SERVICES

**Innovative Environmental Technologies**  
[www.iet-inc.net](http://www.iet-inc.net)  
Pipersville, PA  
Innovative Environmental Technologies, Inc. (IET) is an environmental contractor and technology vendor that provides a wide variety of remedial services throughout North America.

## HEALTH FOOD/VITAMINS

**Vemma Nutrition Company**  
[www.myvemma.com/tinaberes](http://www.myvemma.com/tinaberes)  
Sewell, NJ  
The most complete liquid nutrition you can find. Available three (3) ways: liquid vitamin, healthy energy drink, and healthy energy shot.

## INSURANCE-COMMERCIAL

**Wells Fargo Insurance**  
<https://wfis.wellsfargo.com/>  
Westmont, NJ  
Middle market insurance consulting companies for both property and casualty as well as employee benefits.

## MARKETING

**VSA, Inc.**  
[www.vsaprospecting.com](http://www.vsaprospecting.com)  
Haddonfield, NJ  
VSA is an outbound telemarketing business-to-business prospecting and teleprospecting company focused on lead generation to increase our clients business.

## NON-PROFIT ORGANIZATION

**Beacon.org, Inc.**  
[www.beaconinc.org](http://www.beaconinc.org)  
Sicklerville, NJ

## RESTAURANTS

**The Capital Grille**  
[www.thecapitalgrille.com](http://www.thecapitalgrille.com)  
Cherry Hill, NJ  
Join us for our signature dry aged steaks, fresh seafood and acclaimed wine list. Open for lunch every weekday. Private rooms available.

## SOLAR ENERGY

**Green Energy People/BP Solar**  
[www.bpsolarnj.com](http://www.bpsolarnj.com)  
Cherry Hill, NJ  
We are the sales organization factory direct representatives for BP Solar, North America's premier manufacturer of solar modules. We offer solutions to help reduce or eliminate your high electric bills.

## TRAILER LEASING

**Atlantic Trailer Leasing Corp.**  
[www.atlantictrailerleasing.com](http://www.atlantictrailerleasing.com)  
Vincentown, NJ  
We have been the preferred supplier of road trailers, storage trailers, ground level storage containers and fleet services to the area's finest companies. ✨

# Member News

## APPOINTMENTS

- South Jersey Federal Credit Union named Jason D. Henckel as branch manager/business development and Sandra LaCourse as assistant branch manager at the Moorestown branch.

## ANNOUNCEMENTS

- Michael McAnally, EIT, project engineer in the West Chester office for Taylor Wiseman & Taylor, recently became a LEED Accredited Professional.
- Kennedy Health System has joined the Penn Medicine Cancer Network. They are the only healthcare system in Camden, Burlington and Gloucester counties to be a member of the network.

## AWARDS

- Capehart Scatchard presented the Blaine E. Caphart Legal Writing Award to Shawn M. LaTourette. ✨

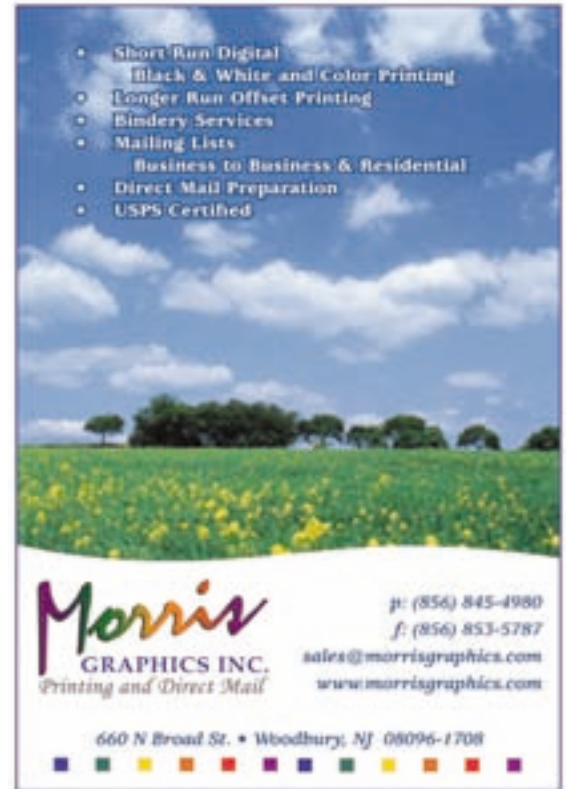
## Chamber of Commerce Southern New Jersey **BUSINESS EXPO 2009** *Silver Anniversary* **25** *years*

Lock in your  
**BOOTH  
LOCATION**  
for **2009!**

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Blair Kindlick

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# July 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>			1	2
6	7	8	9	10
13	14 Business After Business: 6:00 p.m., Trump Marina, Atlantic City	15	16 Network Connection Lunch: Noon, Braddock's, Medford	17
20	21 Workshop Series: visit <a href="http://www.chambersnj.com">www.chambersnj.com</a> for details	22	23	24
27	28 Rutgers Quarterly Business Outlook: 7:45 a.m., Crowne Plaza, Cherry Hill	29	30 Network Connection Breakfast: 8:30 a.m., Heritage House, Millville	31

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