



# Welcome



## Member Services Guide



Chamber of Commerce  
Southern New Jersey  
*Where Business Grows*



# Benefits of Membership

As a member of the Chamber of Commerce Southern New Jersey, you'll find that your business can grow in many ways, from generating leads at our many events and meetings, to cost-effective advertising and marketing opportunities. And as your voice in Trenton, we work hard to maintain a healthy business climate in our region. With so many business organizations competing for your hard-earned dollars, the many benefits of CCSNJ membership provide you with a cost effective edge in a dynamic marketplace.

## Form Key Business Relationships

- Reach the decision makers in the Philadelphia/South Jersey market
- Meet potential customers at weekly and monthly events and meetings
- Receive complimentary referrals for your business

## Access Valuable Information

- Partner with an experienced staff ready to assist you with your business issues
- Gain knowledge on business topics at seminars requested by the membership
- Join committees to get up-to-date, industry specific information and network with your peers

## Communicate with Lawmakers

- Tap into the clout of New Jersey's most active regional business organization
- Meet with State and Federal representatives and voice your concerns through involvement in the Chamber's Government Action Committees
- Provide input on initiatives to improve the region's business climate

## Build Your Visibility and Credibility

- Capture high visibility with sponsorship opportunities
- Receive complimentary listings in many Chamber publications and the web site
- Market your business with complimentary and low-cost marketing and advertising opportunities
- Utilize display tables for promotional materials at networking events

## Reduce Your Operating Expenses

- Let our endorsed insurance broker Kistler Tiffany Benefits meet your insurance needs with competitively priced, comprehensive health, dental, vision, life & disability plans, as well as voluntary products, plus complimentary Health Advocate services and COBRA administration (20+ employees)
- Health Advocate offers members assistance finding primary care, specialist physicians and medical institutions, and solving claims, billing and related administrative problems.
- Sign on for member savings on ISO certification through SAI Global, telecommunications products through AT&T, and car rentals through Enterprise.
- Marsh Consumer offers online premium quotes from top-rated car insurance carriers for members and their employees, services to monitor credit and help with instances of identity theft through *ID TheftSmart*, as well as valuable liability coverage through the *ProLiability.com*

## Referral Program

- Share networking and growth opportunities with your business associates by referring them to the Chamber for membership.
- Referring members will receive a \$25.00 gift card when their referral signs up for membership within 90 days of the Chamber receiving the information.



# Events

## Annual Meeting & Holiday Party

In December, the Chamber holds its Annual Meeting, which gives members the opportunity to hear the Chamber's accomplishments and plans for the coming year, as well as elect members to the Board of Directors. A holiday-themed Business After Business follows the meeting.

## Business After Business

These popular after-hours events are held at unique facilities throughout the region.

## Business Expo

The region's largest business-to-business trade show is held in October and provides opportunities for members to promote their products and services to thousands of area business people.

## Member Orientation

If you're a new or existing member, this is your best opportunity to learn how to get the most value from your Chamber membership.

## Meet the Policymakers

Hear from members of the Governor's Cabinet and his key advisors about the top issues facing your business and our state.

## Network Connection Series

The Network Connection Series is held throughout the year. Lunches are held in Burlington and Camden Counties and breakfasts are held in Atlantic, Cumberland and Gloucester Counties. See our website [chambersnj.com](http://chambersnj.com) for more information.

## Pinnacle Awards Luncheon

The Chamber recognizes member companies and individuals for their outstanding efforts on behalf of the Chamber and the community. The Pinnacle Awards Luncheon gives award recipients' friends and business associates an opportunity to publicly honor them for their achievements.

## PNC Executive Series

Luncheons feature headline speakers from the business community, government and sports.

## Spring Golf Classic

The Chamber's golf outing, held in the spring, provides a great opportunity for informal networking away from the office on the links.

## Wells Fargo Good Morning South Jersey Series

This breakfast series provides Chamber members with pre-work-day networking and the opportunity to hear from speakers on issues impacting economic development and the quality of life in our region.

## Women's Conference

Geared primarily toward the busy working professional, this half-day event features advice on wellness, health and lifestyle, financial and legal matters for women.

## Workshop Series

This series focuses on topics of importance to business and offers attendees one-on-one time with experts.



# Committees

## Government Action

**Vice Chair:** William J. Kettleson  
*Comcast*

## Communications & Energy Committee

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

**Chair:** William J. Kettleson  
*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

Hosts legislators and regulators to discuss issues regarding health care, including cost and availability; develops positions which are communicated to government officials.

**Chair:** Wardell Sanders, Esq.  
*NJ Association of Health Plans*

## State Affairs Committee

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

**Chair:** John M. Leyman  
*Horizon Blue Cross Blue Shield of New Jersey*

## Special Events & Marketing

**Vice Chair:** James M. Ziereis, CHME, CMP  
*Harrah's Entertainment - Atlantic City Operations*

## Business Expo Committee

Assists in planning and implementing the Chamber's largest annual event and the region's largest business-to-business trade show held in the fall.

**Chair:** James M. Ziereis, CHME, CMP  
*Harrah's Entertainment - Atlantic City Operations*

## Golf Committee

Plans the Spring Golf Classic.

## Membership

**Vice Chair:** Robert R. Campbell  
*Holman Automotive Group, Inc.*

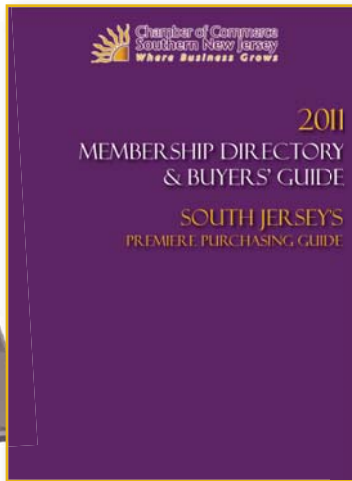
## Ambassador Committee

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

**Chair:** Joseph P. Quintavalle  
*JP<sup>5</sup> Business Solutions*



# Marketing Opportunities



## Membership Directory & Buyers' Guide

Consistently ranked by members as one of the top three benefits of membership, advertising in this publication keeps your message in front of Chamber members, who use it all year as a source to purchase goods and services.

**Contact:** Meredith Lorrilliere  
[meredithl@chambersnj.com](mailto:meredithl@chambersnj.com)

## The Review

Published twice monthly, the Chamber's award winning eNewsletter is a great opportunity for you to advertise your product or service to Chamber members and spread your message to more than 8,500 business people in our region.

**Contact:** Meredith Lorrilliere

## www.chambersnj.com

The Chamber's web site provides the latest information on Chamber news and programs, including online registration for Chamber events, an online Membership Directory, current Government Action issues, plus much more! With close to 50,000 hits per month, advertising on the Chamber's web site is a great targeted marketing investment.

**Contact:** Meredith Lorrilliere

## Sponsorships

Event sponsorships enable members to increase their visibility and enhance their image while demonstrating their support for the Chamber.

**Contact:** Meredith Lorrilliere

## Member Access Program (MAP)

MAP is the Chamber's program designed to help members market their goods and services or provide special discounts to fellow Chamber members. In addition to our popular mailing label program, members can reach fellow member companies through our Database Program or Fax Broadcast Program.

**Contact:** Susan McLaughlin  
[smclaughlin@chambersnj.com](mailto:smclaughlin@chambersnj.com)

## Member Information Tables

The Chamber provides space on tables at Network Connection Series luncheons and breakfasts for you to promote your company's products and services.

**Contact:** Susan McLaughlin

# Member Savings



KISTLER TIFFANY  
BENEFITS

CCSNJ's 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

## MARSH

The **Marsh Automobile Insurance Choice Plan** is a one-stop shopping advantage you and your employees can use to compare hard and fast quotes from the most reliable, A-rated insurance companies in America.

**ID TheftSmart** is a total security package available to members and their employees. ID TheftSmart assigns licensed investigators to work to restore your identity quickly, provide easy access to credit report score and analysis, continuous credit monitoring from all over the world, email alerts for suspicious activity and up to \$25,000 to pay unexpected costs and legal fees.

The **Professional Liability** plan is uniquely crafted to suit the needs of large and small firms, as well as self-employed individuals. Nearly all policies are free of deductibles or retention and can finance premiums at optimum rates.

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



Midlands Associates, Inc. (MAI) offers members a 20 percent discount on services and implementation of ISO 9001:2000 certification, which is a management system that insures consistency and excellence in servicing customers and clients.

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



AT&T is proud to be the Chamber of Commerce of Southern New Jersey's Preferred Communications Provider. Chamber members and their employees qualify for special discounts with AT&T, including up to \$50 off a new device and waived activation with a new 2-year agreement or 25% off an accessory. Some restrictions apply. **See a company-owned store representative for details or contact either of the following for more information:**

Jason Flanagan, [Jason.flanagan@att.com](mailto:Jason.flanagan@att.com)  
or 856-642-0304; or

Rob Bianchi, [Robert.bianchi@att.com](mailto:Robert.bianchi@att.com)  
or 609-876-2213



HEALTH  
Advocate

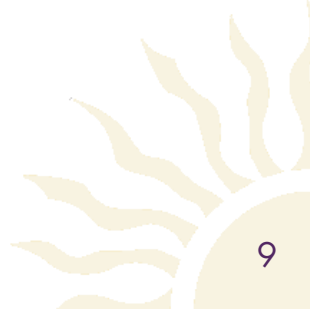
Health Advocate offers Chamber members discounts on services through its Chamber Advantage program. Health Advocate offers assistance finding primary care, specialist physicians and medical institutions, and solving claims, billing and related administrative problems. Health Advocate also helps members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

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



Through a special arrangement with Enterprise Rent-A-Car, Chamber members can save money on local and national rentals. Members can receive discounts of 10 to 20 percent.

**Contact:** Mike Zahradnick at 856-910-1272, ext. 205



# Board of Directors

## BOARD OFFICERS

### *Chairwoman*

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

### *Vice Chairman*

**Thomas J. Heitzman**  
Executive Vice President  
Whitesell

### *Vice Chair, Finance & Treasurer*

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

### *Vice Chair, Membership*

**Robert R. Campbell**  
Vice President - Finance  
Holman Automotive Group, Inc.

### *Vice Chair*

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

### *Vice Chair, Special Events & Marketing*

**James M. Ziereis**  
**CHME, CMP**  
Vice President  
Conventions/Hotel Sales  
Harrah's Entertainment -  
Atlantic City Operations

### *Secretary*

**Douglas Dimmig**  
Senior Vice President and  
Managing Director Southern  
New Jersey  
Wells Fargo Bank, N.A.

### *President & CEO*

**Debra P. DiLorenzo**  
Chamber of Commerce  
Southern New Jersey

## BOARD OF DIRECTORS

**Susan Bass Levin**  
Cooper University Hospital

**John C. Benstead**  
Partner  
Deloitte

**Martin A. Bieber**  
President & CEO  
Kennedy Health System

**Joel Campbell**  
Area Sales Manager  
Metro Philadelphia District  
UPS

**Robert C. Caprice**  
Senior Vice President, Business  
Banking Market Executive  
Bank of America

**Fran Cassidy**  
Vice President of Premium Seating  
Wells Fargo Complex

**John A. Cimino**  
Business Development  
T & M Associates

**Robert E. Curley, III**  
South Jersey Market President  
TD Bank, NA

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

**Kathleen A. Davis**  
Executive Vice  
President & COO  
Chamber of Commerce  
Southern New Jersey

**Tim Dowd**  
President & Publisher  
Courier-Post

**Kristina C. Fernald**  
Regional HR &  
Public Affairs Director  
NuStar Energy Corporation

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

**Dennis P. Flanagan**  
Partner  
Always a Good Sign

**Joseph Forline**  
Vice President  
Customer Relations  
PSE&G

**Terence J. Fox, Esq.**  
Partner  
Archer & Greiner, P.C.

**Dr. Jaishankar Ganesh**  
Dean, Rutgers School of Business -  
Camden

**Carl R. Gibbs, Jr.**  
Executive Vice President  
Sturdivant & Company, Inc.

**Alexander J. Hatala**  
Chief Executive Officer  
Lourdes Health System

**Ronald V. Jaworski**  
Owner & CEO  
Ron Jaworski Management, Inc.

**Kelly D. Johnston**  
Vice President  
Government Affairs  
Campbell Soup Company

**Mark Kramer**  
President  
Kramer Beverage Company

**Peter Leone**  
President  
Leone Industries

**Dan Love**  
Vice President, Operations  
Radwell International, Inc.

**Norman Malnak**  
Chief Engineer & Vice President  
of Technical Operations  
Lockheed Martin MS2

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

**Joan Mason**  
Director, New Jersey Advertising  
The Philadelphia Inquirer  
& Daily News

**Ian D. Meklinsky, Esq.**  
Partner  
Fox Rothschild LLP

**Richard P. Miller**  
CEO  
Virtua

**Denise V. Monahan**  
Senior Vice President  
Corporate Banking  
PNC Bank

**Dr. Niranjan Pati**  
Dean & Professor  
Rohrer College of Business  
Rowan University

**Robert D. Patterson**  
Chairman  
Thomas Scientific

**Toni Pergolin, CPA**  
President  
Bancroft

**Marc Policarpo**  
Senior Vice President  
Binswanger

**Shawn Ravitz**  
Vice President, Administration  
Supermarkets of Cherry Hill

**Michael J. Renna**  
Vice President & COO  
South Jersey Energy Solutions

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

**Dr. Ninfa Saunders**  
President & COO  
Virtua

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

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

**Angela Snyder**  
President & CEO  
The Bank

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

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

**Michael Tiagwad**  
President & CEO  
Conner Strong Companies, Inc.

**John Tierney**  
Vice President  
Business Development  
L-3 Communications Systems - East

**Brian Walsh**  
Partner  
BF Molz Business Products

**John R. Wilkins**  
Director and CIO  
Delaware Valley Floral Group

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

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

**GENERAL COUNSEL**  
**Deborah A. Hays, Esq.**  
Partner  
Archer Greiner, P.C.

#### LIFETIME MEMBERS

- Thomas A. Bates
- Dennis P. Flanagan
- Jerrold L. Jacobs
- Ronald V. Jaworski
- Kelly D. Johnston
- Allan M. Kammerer
- Dr. Richard M. Klein
- Richard P. Miller
- Philip A. Piro
- Albert V. Ruggiero
- Dr. Herman J. Saatkamp, Jr.
- John F. White, CPA

#### STAFF

**Debra P. DiLorenzo**  
President & CEO  
ddilorenzo@chambersnj.com

**Kathleen A. Davis**  
Executive Vice President & COO  
kdavis@chambersnj.com

**Barbara Jones**  
Senior Accountant  
bjones@chambersnj.com

**Diana Meyer**  
Director, Membership  
dmeyer@chambersnj.com

**Christopher R. Brown, CAE**  
Director, Government Relations  
cbrown@chambersnj.com

**Meredith K. Lorrilliere**  
Director, Special Events,  
Marketing & Communications  
meredithl@chambersnj.com

**Susan E. McLaughlin**  
Manager, Member Services  
smclaughlin@chambersnj.com

**Mary Malloy**  
Special Events Coordinator  
mmalloy@chambersnj.com

**Michele Johnston**  
Sales Account Executive  
mjohnston@chambersnj.com

**Carol Revak**  
Support Services Assistant  
crevak@chambersnj.com

**Jean Bard**  
Assistant to Membership Director  
jbard@chambersnj.com

**Susan Sorbicki**  
Office Manager  
ssorbicki@chambersnj.com

**Lana Landa**  
Accounting Assistant  
llanda@chambersnj.com



**Chamber of Commerce  
Southern New Jersey**

*Where Business Grows*

Piazza 6014 Main Street  
Voorhees, NJ 08043-4659

**phone** 856.424.7776

**fax** 856.424.8180

**web** [chambersnj.com](http://chambersnj.com)