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THE REVIEW

A DIGITAL NEWSLETTER | APRIL 4, 2011

Congressional Action Committee With Senator Robert Menendez



On March 22, Senator Robert Menendez addressed the Chamber's Congressional Action Committee at a meeting sponsored by Horizon BCBSNJ and Comcast. Pictured at the event are (from left): CCSNJ President & CEO Debra DiLorenzo; John Leyman, Horizon BCBSNJ; CCSNJ Government Action Division Vice Chair Bill Kettleson, Comcast; Senator Menendez; Congressional Action Committee Chairman Kelly Johnston, Campbell Soup Company; CCSNJ Board member Francis Manning, Stradley Ronon; David Socolow, Pinnacle Foods; CCSNJ Board member Doug Dimmig, Wells Fargo; and CCSNJ Executive Vice President & COO Kathleen Davis.

FEATURED EVENT

New Location for 2011!

Spring Golf Classic

Monday, May 2, 2011

10:30 a.m. - 8:30 p.m.

Riverton Country Club, Cinnaminson

\$299 per person/\$1,196 per foursome

Attendees may register for the cocktail and reception dinner only for \$75—a great opportunity to network!

Sponsorship Opportunities are Available. For more information about sponsorships, contact Meredith Lorrilliere at (856) 424-7776, ext. 118 or meredithl@chambersnj.com

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Lunch Sponsored by:



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Workshop Series

Friday, April 15, 2011 • 8:00-11:00 a.m. • The Mansion

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Federal immigration laws and policies apply to and affect EVERY employer in New Jersey, as well as the United States. Through the Department of Homeland Security (DHS) and its Immigration and Customs Enforcement (ICE) agents, federal enforcement and auditing efforts against employers are at an alltime high. Come hear from nationally-recognized expert, **Louis R. Moffa, Jr., partner, Montgomery, McCracken, Walker & Rhoads, LLP**, about the latest developments in these areas, and learn effective strategies and tactics in case the ICE-man cometh to your door.

Click [here](#) to register.

CHAMBER ANNOUNCES NEW GOVERNMENT RELATIONS DIRECTOR



The Chamber is pleased to announce the addition of Christopher R. Brown, CAE as the director, government relations. Chris comes to the Chamber with an impressive background, including more than 10 years of lobbying on capitol hill for three trade associations: the Society of American Florists, the Air Conditioning Contractors of America and most recently with the Society of the Plastics Industry, Inc.

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THIS MONTH'S ADVERTISERS//



Constellation Energy



GOVERNMENT ACTION

Communications & Energy Committee with Commissioner Nicholas Asselta



On March 23, the Chamber's Communications & Energy Committee hosted a meeting featuring NJ Board of Public Utilities Commissioner

Nick Asselta who discussed telecommunications deregulation, the Long Term Capacity Pilot Program, and Water Infrastructure/Distribution System Improvement Charge. The event was Green Energy Certified; energy use for the meeting was matched with 100% Wind Renewable Energy Credits (RECS) courtesy of Constellation Energy. The event was sponsored by [Horizon BCBSNJ](#), [Constellation Energy](#), [PSEG Nuclear](#), [New Jersey American Water](#) and [South Jersey Industries](#).

CONT'D FROM COVER

"Chris has great grasp of a wide range of issues, including health care reform, sustainability, labor and workforce, taxes and energy issues," said Debra DiLorenzo, president & CEO of the Chamber. "Additionally, Chris earned his Certified Association Executive designation which enables him to bring substantial knowledge of the operations of a not-for-profit organization like ours."

Chris received his BA in History from The College of Wooster in Ohio and earned his Masters of Public Administration from the George Washington University, with a focus on executive, legislative and regulatory management.

As director of government relations, Chris will staff the Chamber's five policy committees (Congressional Action, State Affairs, Health Issues, Environment and Communications & Energy), as well as serving as the Chamber's primary lobbyist in Trenton.

"We are very pleased to have someone of Chris's caliber on board at the Chamber. His background with other trade associations, knowledge of the issues and experience in member outreach makes him a great addition to the Chamber, and will enable us to continue to bring value to our members," said Kathleen Davis, executive vice president & COO.



GOVERNMENT ACTION SERIES

State Affairs Committee

Sponsored by:



Tuesday, April 12, 2011

8:15 to 10:00 a.m. • The Mansion on Main Street

Wednesday, May 18, 2011

8:15 to 10:00 a.m. • The Mansion on Main Street



Featuring
**Senator
James Beach**

Join us to hear the Senator's remarks on the latest developments in the FY 2012 budget process, as well as other issues of interest to the South Jersey business community.

Click [here](#) to register.



Featuring
**Assemblyman
Louis D. Greenwald**

Please plan to join us to hear the Chairman of the Assembly Budget Committee, Assemblyman Greenwald's remarks and insights into the Fiscal Year 2012 budget.

Click [here](#) to register.

LEGISLATIVE UPDATE

Chamber Supports Governor Christie's Proposed Budget

On March 15, the Chamber testified before the Senate Budget Committee on the Fiscal Year 2012 State Budget proposed by the Christie Administration. Chamber Executive Vice President & COO Kathleen A. Davis presented testimony at Camden Community College, Blackwood. She focused her remarks on the Chamber's support for the proposals to change the State tax code as well as confront the continuing problems of fiscal stability in State government.

The Chamber supports changes in the following business tax provisions in the FY 2012 State Budget:

- Allowing small business to consolidate business income and to carry forward their losses consistent with Federal government treatment of these taxes.
- Increasing the research and development tax credit from 50% to 100%.
- Reducing the minimum tax on S-corporations by 25%.
- Exempting from the sales tax the installation and support of electronically delivered business software from the sales tax.
- Raising the threshold for the estate tax to \$1 million.
- Allowing for the full phase out of the Transitional Energy Facility Assessment (TEFA), this was supposed to expire ten years ago.

In addition the Chamber also is in support of the following initiatives:

- Doubling the funding for the Technology Business Tax Certificate Transfer Program.
- Maintaining the funding level of the BEIP program.
- Providing additional funding for the Brownfield Site Reimbursement Fund.

The Chamber believes that implementing these initiatives will make improvements in the business climate in New Jersey and create an environment to spur economic growth and create jobs.

The Chamber also testified to the importance of a sound State government and a stable fiscal environment. Ms. Davis noted that the cost of providing public employee benefits continues to be a serious

CONTINUED ON PAGE 7.



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SPECIAL EVENTS

Women's Conference

Friday, May 20, 2011
8:00 a.m.–12 Noon
The Mansion on Main Street
3000 Main Street, Voorhees, NJ 08043

The region's top executives will share their expert advice on wellness, health and lifestyle, and financial and legal matters for women.

Keynote Speaker



Sheila Hartnett-Devlin, CFA
Vice President
American Century Investments, New York City
and member, Board of Directors
South Jersey Industries, Inc.
& *Mannington Mills, Inc.*

Register at chambersnj.com

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Executive Series

Sponsored by: PNC

Featuring



DAVID L. COHEN, ESQ.
Executive Vice President
COMCAST CORPORATION

Join us to hear about the unprecedented acquisition of NBCUniversal by Comcast

Corporation that was recently approved by the FCC. Mr. Cohen will provide us with an overview of the acquisition and how it will impact the businesses, residents and communities throughout our region.

May 13, 2011

11:30 a.m.–1:30 p.m. • Crowne Plaza Cherry Hill

Click [here](#) to register.

ENERGY USE FOR THE "MEET THE POLICYMAKERS" MEETING ON MAY 25 WILL BE MATCHED WITH 100% WIND RECs

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Business After Business with the Board of Directors

Tuesday, May 24, 2011

5:00-7:00 p.m.

Valleybrook Country Club

Hosted by **Ron Jaworski**



Spend a relaxing evening at Valleybrook Country Club where you can meet and network with CCSNJ Board members, including our host, Ron Jaworski, in an informal setting. The Chamber's volunteer Board of Directors is comprised of the highest level executives representing the region's top companies.

Join us for this after-hours networking event, featuring hors d'oeuvres and cash bar. Pre-signed copies of Ron Jaworski's new book, *The Games That Changed the Game: The Evolution of the NFL in Seven Sundays*, will be available for sale.

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Workshop Series

Marketing and Branding Your Business



On March 25, The Chamber presented a Workshop entitled, "Marketing

and Branding Your Business," where a panel of experts discussed the importance of building and marketing a brand; how to expand your brand into new markets or rebrand your company; how to utilize unconventional marketing resources to reach customers on a more local and personal level; and the legal aspects of protecting your brand. Pictured are (standing from left): panel moderator Liz Thomas, Thomas/Boyd Communications; CCSNJ President & CEO Debra DiLorenzo; Alexis Arena, Esq., Flaster/Greenberg, P.C.; Courtney Knatz, Constellation Energy; (seated from left) Bill Janus and Brad Goldoor, Courier Post; and Allegra Sandelli, TD Bank. The event was sponsored by [Courier Post](#), [Flaster/Greenberg, P.C.](#), and [TD Bank](#).

Meet the policymakers



The Honorable

Thomas B. Considine

Commissioner, New Jersey

Department of Banking and Insurance

Wednesday, May 25, 2011 • 11:30 a.m.-1:30 p.m. • The Mansion on Main Street

Please join us to hear more about Commissioner Considine's priorities and initiatives in the Department of Banking & Insurance.

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MEMBERSHIP

2011 Network Connection Series

APRIL			MAY		
7	11:45 a.m.	Caffe Aldo Lambertini , Cherry Hill	5	11:45 a.m.	Caffe Aldo Lambertini , Cherry Hill
14	8:30 a.m.	Adelphia , Deptford	12	8:30 a.m.	Blue Heron Pines , Cologne
21	11:45 a.m.	Braddock's , Medford	19	11:45 a.m.	Braddock's , Medford

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MEMBER NEWS

EVENTS

The 2011 Governor's Conference for Women will be held on Tuesday, May 3 from 8 a.m. to 4 p.m. at the Atlantic City Convention Center. Lieutenant Governor Kim Guadagno is the Breakfast Keynote and Luncheon Keynote is Star Jones from *Celebrity Apprentice*. It is a must attend event for women from all areas of the state. There will be multiple session tracks with outstanding panelists on Community, Living, Business and Economy, Health and Politics. A networking reception will take place the night before, May 2, at the Sheraton Hotel from 7-9 p.m. For more information visit

www.njwomensconference.com

Don't miss Muscle Maker Grill's Cherry Hill Grand Opening on Monday, April 4 located at the Marketplace at Garden State Pavilion, 2010 Route 70 West Suite B, Cherry Hill, NJ 08002. For more information, contact Mike at (856) 663-4000.

ANNOUNCEMENTS

Wells Fargo announced that it will provide \$1M in grants for Camden:

The Cooper's Ferry Development Association will receive a \$748,000 grant for the North Camden Neighborhood and Waterfront Park Plan implementation project, while the city's housing authority will receive a \$250,000 grant to enable home ownership for 53 Camden families.

Samaritan Hospice held its annual Celebration of Life Mardi Gras Gala at The Westin Mt. Laurel on February 26. Two hundred fifty attendees, 30 committee members and 124 sponsors, advertisers and donors joined together to raise over \$151,000 to support Samaritan Hospice programs and services.

APPOINTMENTS

Mark P. Kely has been named the new vice president of Commercial Banking at The Bank. He will be responsible for Commercial Lending for the Salem County area; Reid Nylander has been named the new senior vice president of Commercial Banking at The Bank's Galloway Office. In this position, he will be responsible for Commercial lending for the Atlantic County area.

New Road Construction Management is pleased to announce that George Johns has recently joined their South Jersey Team.

Juan Dominguez has been appointed the District General Manager of the Philadelphia/South Jersey district offices of SimplexGrinnell.

AWARDS

On April 28, 2011 at The Mansion on Main Street in Voorhees at 6:00 p.m., the Alice Paul Institute will honor seven woman leaders at the Women's Equality Awards Gala including CCSNJ Board member Angela Snyder, chief executive officer and president of The Bank, Chamber member Mindy Holman, chief executive officer and president of Holman Automotive, and Senator Diane Allen. For more information on how you can attend or support this event, visit

www.alicepaul.org

**LEGISLATIVE UPDATE
(CONT'D. FROM PG. 3.)**

issue facing state governments, including New Jersey. The Chamber was an early advocate of the need to bring State government employee benefits in line with those offered by the private sector. To that end, the Chamber has focused efforts to provide State officials with a plan to reduce State government spending and end the trend to raise taxes to cover these ever increasing expenses. The Chamber supports the pension reforms in the Governor's budget, including changing the pension benefit calculation to n/65 from n/55.

The Chamber also testified in support of the Governor's initiative to implement the Performance Budgeting initiative which aligns budget priorities with an agencies' mission. The Chamber strongly supports the need to focus on

achieving results and measuring performance data which has long been a model in the private sector. Ms. Davis also recognized the work of Lieutenant Governor Kim Guadagno in helping to improve the business climate in New Jersey. She highlighted the Lieutenant Governor's work in implementing the recommendations of the Red Tape Review Commission, the opening of the Business Action Center and Ms. Guadagno's personal outreach to companies, which is changing the perception of New Jersey being a more business-friendly state.

The Chamber will continue to work with the Governor and State Legislature to implement these proposals and pass a budget that recognizes the economic realities of the State and provide much-needed assistance to the New Jersey business community.



POWER 50 Healthcare

Congratulations to Chamber members on being named to NJBIZ's "Spotlight: POWER 50 Healthcare" on March 28.

Chairwoman of the Chamber's Board
Judith L. Roman
President & CEO
AmeriHealth New Jersey

Former Chairman of the Chamber's Board
Richard Miller
CEO, Virtua

CONTINUED ON PAGE 8.



Horizon Blue Cross Blue Shield of New Jersey

GOVERNMENT ACTION SERIES

Environment Committee

Wednesday, June 1, 2011
8:30–10:30 a.m. • The Mansion on Main Street

Featuring

Wolf Skacel

Assistant Commissioner Compliance and Enforcement
New Jersey Department of Environmental Protection

Please join us to hear Wolf Skacel, Assistant Commissioner, Compliance and Enforcement, who will discuss the Department's continuing transformation with respect to the stakeholder process established to reevaluate compliance and enforcement strategies, in addition to other priorities of the Compliance and Enforcement Division.

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CHAMBER OF COMMERCE SOUTHERN NEW JERSEY | THE REVIEW 4-11 | PAGE 7

State Affairs Committee

Wednesday, June 22, 2011
8:15–10:00 a.m. • The Mansion on Main Street

Featuring

Andrew Sidamon-Eristoff

New Jersey State Treasurer



Please join us to hear State Treasurer Andrew Sidamon-Eristoff who will discuss New Jersey's Fiscal Year 2012 State Budget just days before the passage deadline, as well as initiatives undertaken by the Administration to curb government spending and get our State's fiscal house back in order.

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CCSNJ FEATURED PARTNER: MARSH

Your Auto Insurance Premiums Aren't Set in Stone

If it's been some time since you reviewed your policy, there may be some things you can do that can lower the cost of your premiums without sacrificing necessary coverage. The three most-often-mentioned tips from consumer advisors are: pursuing group rates, if possible; comparison-shopping; and asking about discounts. Insurance companies frequently offer reductions for good-driver records, as well as common safety and antitheft equipment such as antilock brakes and an alarm system.

The easiest and quickest way to do all three is to check out the new Marsh Auto Choice Plan[†], administered by Marsh Voluntary Benefits. The plan enables you to compare personalized hard and fast quotes from three A-rated insurance companies and find your best rate—and switch your coverage with a simple toll-free phone call. At the very least, you'll save the hours and hours determining whether you are getting the best value for your insurance dollar.

To see for yourself how much money you could save on your auto insurance, visit www.ChamberSNJBenefits.com or call an American-based representative at Marsh's J.D. Power-distinguished Contact Center toll-free at: **1-866-795-9356**. Because of your workplace's Southern New Jersey Chamber of Commerce membership, you also are entitled to apply for Professional Liability insurance from Marsh Voluntary Benefits and identity theft protection from IDTheftSmart™. Visit www.ProLiability.com and www.IDTheftSmart.com, for more information.

Sources: Warren Clarke, "Top 10 Ways To Lower Your Car Insurance Bill," Edmunds.com Automotive Content Editor, viewed at <http://www.edmunds.com/reviews/list/top10/116958/article.html>
Laura T. Coffey, TODAYShow.com contributor, "How to Reduce Your Auto Insurance Premiums," viewed at <http://www.msnbc.msn.com/id/19838230/>

† The Insurance Program, all insurance quotes and discussions, and policy terms and fulfillment are offered by Marsh Voluntary Benefits, a service of Seabury & Smith, Inc., a Marsh Inc. affiliate. d/b/a in CA as Seabury & Smith Insurance Program Management, CA License #0633005. Coverage may vary and/or may not be available in all states.

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 -ADVERTORIAL-
Wellness Tip:
Taking Big Bites

Dutch researchers recently found that big bites and fast chewing can lead to overeating. In the study, people who chewed large bites of food for 3 seconds consumed 52 percent more food before feeling full than those who chewed small bites for 9 seconds. The reason: Tasting food for a longer period of time (no matter how much of it you bite off) signals your brain to make you feel full sooner, say the scientists.

For more information please contact
Beth.Sweeney@amerihealth.com

NJBIZ POWER 50 HEALTHCARE CONT'D FROM PAGE 7.

George Norcross III
Chairman
Cooper University Hospital

Bob Marino,
CEO
Horizon Blue Cross Blue
Shield of New Jersey

John P. Sheridan, Jr.
CEO
Cooper University Hospital

Wardell Sanders
President
New Jersey Association
of Health Plans

Betsy Ryan
CEO
New Jersey Hospital Association

Michael McGuire
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John Lawrence
President
Aetna

Christine Stearns
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Niranjan "Bunky" Rao
incoming President
Medical Society of New Jersey

Mary Ann Boccolini
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Samaritan Hospice

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RESCHEDULED: May 25, 2011



Meet the policymakers

The Honorable
Bob Martin

Commissioner, New Jersey
Department of Environmental Protection



Join us to hear from Commissioner Martin on the latest developments in environmental policy relative to the business community.

Wednesday, May 25, 2011 • 11:30 a.m.-1:30 p.m. • Crowne Plaza Cherry Hill

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THE CHAMBER OF COMMERCE SOUTHERN NEW JERSEY "THE REVIEW" APRIL 2011

		MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
APRIL		4	5	6	Networking Event 7 11:45 a.m. Lamberti's, Cherry Hill	Ambassador Committee 8 8:30 a.m. CCSNJ
		11	State Affairs 12 8:15 a.m. The Mansion, Voorhees	13	Networking Event 4 8:30 a.m. Adelphia, Deptford	Workshop Series 5 8:00 a.m. The Mansion, Voorhees
		18	19	20	Networking Event 21 11:45 a.m. Braddock's, Medford	22
		25	Rutgers Outlook 26 7:45 a.m. Crowne Plaza Cherry Hill	Health Issues 27 8:00 a.m. The Mansion, Voorhees	28	29

		MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
MAY		Golf Classic 2 10:30 a.m. Riverton Country Club, Cinnaminson	3	4	Networking Event 5 11:45 a.m. Lamberti's, Cherry Hill	6
		9	10	11	Networking Event 2 8:30 a.m. Blue Heron Pines Cologne	PNC Exec Series 3 11:30 a.m. Crowne Plaza, Cherry Hill
		16	17	State Affairs 18 8:15 a.m. The Mansion, Voorhees	Networking Event 9 11:45 a.m. Braddock's, Medford	Women's Con. 20 8:00 a.m. The Mansion, Voorhees
		23	BAB 24 5:00 pm. Valleybrook Country Club, Blackwood	Meet the Policymakers 25 11:30 a.m. Crowne Plaza Cherry Hill	26	27