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THE REVIEW

A DIGITAL NEWSLETTER | APRIL 18, 2011

New Location for 2011! Spring Golf Classic

Monday, May 2, 2011

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

Riverton Country Club, Cinnaminson

- Play 18 holes at one of South Jersey's finest private courses, Riverton Country Club
- Network with fellow business leaders and decision makers
- Entertain clients or reward your key staff members

Registration & Lunch: 10:30 a.m.

Tee Off: Noon

Cocktail Reception: 6:00 p.m.

Dinner & Awards: 7:00 p.m.

\$299 per person/\$1,196 per foursome
\$175 per hole sign

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

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FEATURED EVENT

Women's Conference

Friday, May 20, 2011

8:00 a.m.—12:30 p.m.

The Mansion on Main Street

3000 Main Street, Voorhees, NJ 08043

What Women Face in the Workplace - Then and Now"

Debra P. DiLorenzo, President & CEO, CCSNJ

Kathleen A. Davis, Executive Vice President & COO, CCSNJ

"Planning for a Lifetime of Health"

Dr. Ninfa Saunders, RN, MSN, MBA, President & COO, Virtua

Judith L. Roman, President & CEO, AmeriHealth New Jersey & Chairwoman,
CCSNJ Board of Directors

"Taking Control of Your Life: Essential Legal,
Financial & Technology Advice"

Stacy L. Asbell, Esq. & Kenneth M. Morgan, Esq., Associates, Hyland Levin
Antoinette Cooper, Director of US Private Banking & National Sales, TD Bank

Tiffany Baehman, Vice President/General Manager

AT&T Greater Philadelphia Market

Keynote Address: What it Takes to Get to the Top



Sheila Harnett-Devlin, CFA, Vice President

American Century Investments, New York City

and Member, Board of Directors

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TABLE OF CONTENTS//

GOVERNMENT ACTION/02
SPECIAL EVENTS/04
MEMBERSHIP/06
MEMBER NEWS/06
BUSINESS RESOURCES/08
NEW MEMBERS/09

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](#).

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 Kettleton, 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.



GOVERNMENT ACTION SERIES

State Affairs Committee

Sponsored by:



Wednesday, May 18, 2011
8:15 to 10:00 a.m. • The Mansion on Main Street

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



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.



Featuring
**The Honorable
Andrew Sidamon-Eristoff**

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.

Click [here](#) to register.

LEGISLATIVE UPDATE

Chamber Joins *Amicus* Brief on School Funding Issue

The Chamber joined other business, medical and municipal groups in filing an *amicus* brief with the Supreme Court of New Jersey on April 14, 2011 regarding the Court's pending decision on school funding (*Abbott v. Burke*). The parties to the brief submit that the Supreme Court should consider the constitutionality of the current levels of education funding within the context of the severe economic and fiscal crisis facing our state and nation.

The brief outlines five major arguments relating to the impacts if the Court rules that the FY2011 budget does not provide a "thorough and efficient education" as required by previous *Abbott* rulings made by

the Court. Such a rule could force the state to spend *an additional* \$1.6 billion in the current year's budget (in addition to the nearly \$7 billion already budgeted). Among the concerns contained in the brief is the impact such a funding requirement would have upon the tenuous economic recovery and, therefore the business community, as well as the impacts of further cuts in many programs, property tax relief, municipal aid, higher education, and hospitals. Given the difficult economic and fiscal circumstances of New Jersey the Chamber believes it is imperative that the Court weigh the fiscal realities that such a decision would create.

The New Jersey Supreme Court is expected to rule on this case in the very near future.

Chamber Member Testifies on OT Regulations Before Department of Labor & Workforce Development

On Friday, April 15 former Chamber Board of Directors member Patricia A. Smith, Esq., Partner, Ballard Spahr, LLC presented testimony to the Department of Labor and Workforce Development's Division of Wage and Hour Compliance on behalf of the Chamber on the Department's proposed overtime regulations. The purpose of presenting the testimony is to support a proposed rule change to make New Jersey's overtime standards consistent with federal regulations. The Chamber supports this regulatory change as it would clarify the rules governing overtime pay for employees, making it easier

CONTINUED ON PAGE 7.



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SPECIAL EVENTS

UTILITY INFRASTRUCTURE SUMMIT

Friday, June 3, 2011

8:00 - 11:30 a.m.

The Mansion on Main Street

3000 Main Street, Voorhees, NJ 08043

8:00-8:30 a.m. Registration, Networking & Buffet Breakfast

8:30-11:30 a.m. Program:

+ **Introductory Keynote**

John R. Bigelow, President, NJ American Water

+ **Panel Discussion I**

Planned Utility Investments in New Jersey

+ **Panel Discussion II**

The Government's Role in Infrastructure Investment

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Register at chambersnj.com

Executive Series

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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](#).

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Midlantic Marketing
Security System ROI: Get more value from your Security System with these Additions or Upgrades

Rodger Reiswig, SET
Director, Industry Relations
SimplexGrinnell
Emergency Communications Update and the Applications that may Supersede Existing Fire Codes

Terry Victor
National Manager, Sprinkler Business Processes
SimplexGrinnell
Commercial Sprinkler Code Changes for New Jersey and Pennsylvania

Mil Holmes
Field Sales Engineer, Mid-Atlantic Region
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Fire Alarm Product Enhancements, New Services and the 21st Century Fire Alarm system

MEMBERSHIP

2011 Network Connection Series

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

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. Kelly 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

TESTIMONIAL

“The ability to meet and network with other individuals in the business field was great at the Chamber's March 31st Business After Business event at One Atlantic. This was my first event attended and I had an amazing experience, I look forward to attending more in the future.”

Trisha Perna, Northwestern Mutual Financial Network

LEGISLATIVE UPDATE
(CONT'D. FROM PG. 5.)

for businesses to comply and will avoid confusion in the compensation of employees. This rule change will also make it easier for companies that do business in multiple states by creating a consistency in the treatment of overtime requirements.

Click [Here](#) to view a copy of the testimony.

NJDOL Launches Website to Connect Job-seekers and Employers

New Jersey's Department of Labor and Workforce Development launched Jobs4Jersey.com on April 13 to more quickly link New Jersey job-seekers and employers.

Employers and job-seekers will find the new website to be a quick and easy portal to the vast and previously scattered assortment of state and federal data, weblinks and programs designed to assist them both with training, financial assistance and advice.

The site will guide people to some of New Jersey's best online tools for finding work, finding skilled employees and connecting to the many programs established to aid businesses and workers alike.

Some of the employer focused features include:

Interactive job bank: a data bank where businesses may instantaneously post job opportunities and search the resumes posted by job-seekers

Expert advice: a portal to the state's Business Representatives who help companies with needs consultation, employee recruitment services, new and incumbent worker training grants, hiring incentives and government navigation

Grants: information on Customized Training Grants and Literacy Grants that help companies remain competitive by improving the workplace skills of their existing workers and open the possibility of expanding their operations by training new workers

Incentive programs: from tax credits to funding through several On-the-Job training programs that give employers financial assistance to expand their staff and ultimately their business operations

One Stop Career Centers: learn about how our more than 30 regional offices are not just for job-seekers, but also for business owners who need help building their future

For more information, visit
www.Jobs4Jersey.com

NJBIZ

POWER 50 Healthcare

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

ALL BUSINESS ♦ ALL NEW JERSEY

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

Health Issues Committee

Wednesday, April 27, 2011

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

Featuring

Mary E. O'Dowd

Acting Commissioner

NJ Department of Health and Senior Services

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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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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.

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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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APRIL

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
18	19	20	Networking Event 1 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

MAY

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
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



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