



10th Anniversary

FACE OFF



With the Philadelphia Flyers

Annual Meeting & Holiday Party




On November 17, more than 100 Chamber members enjoyed the 10th Anniversary "FACE OFF with the Philadelphia Flyers" event at the Virtua Center Flyers SkateZone. Head Coach Peter Laviolette addressed members about his expectations for the upcoming season.



See [page 6](#) for full coverage.

This event was sponsored by:



The Chamber will host its Annual Meeting & Holiday Party on *Thursday, December 9* from 5:00 to 8:30 p.m. at *The Mansion on Main Street* in Voorhees. This event is sponsored by [Archer & Greiner, P.C.](#), [Brandywine Realty Trust](#), [Citizens Bank](#), [Kistler Tiffany Benefits](#), [PSE&G](#), [Radwell International, Inc.](#) and [Thomas Scientific](#).

Join CCSNJ leaders to review the organization's accomplishments in 2010, set the goals for 2011, and elect members and officers the Board of Directors at the Annual Meeting from 5:30 to 6:30 p.m. We will recognize a change in leadership as we welcome Judith L. Roman, president & CEO, AmeriHealth New Jersey, as the first chairwoman of the Chamber's Board, and thank our outgoing chairman, Dr. Herman J. Saatkamp, Jr., president of The Richard Stockton College of New Jersey, for his contributions over his two year term. Then celebrate the holiday season with 400 of the region's business leaders from 6:30 to 8:30 p.m. at the Holiday Party -one of the Chamber's largest networking events of the year.

Click [here](#) to register for this event.

TABLE OF CONTENTS//

- GOVERNMENT ACTION/02
- SPECIAL EVENTS/03
- FACE OFF WITH THE FLYERS/06**
- MEMBER NEWS/08
- MEMBERSHIP/08
- BUSINESS RESOURCES/09
- NEW MEMBERS/10

THIS MONTH'S ADVERTISERS//



GOVERNMENT ACTION

LEGISLATIVE UPDATE

Chamber Supports Tax Relief for New Jersey Manufacturers

On November 15, the Chamber of Commerce Southern New Jersey supported **S-1949 (Sweeney/T. Kean)** which provides manufacturing companies in New Jersey with an energy and utility service sales tax relief benefit, up to 50%, similar to the one provided to certain manufacturers located within Urban Enterprise Zones.

Over the past few decades, manufacturers have struggled with high taxes, labor costs, energy costs and a less than friendly business climate. The most recent annual survey from the NJ Department of Labor and Workforce Development shows that from December 2008-December 2009, New Jersey lost an

astonishing 28,200 manufacturing jobs—ranking as the third highest amount of job losses in the private sector, only behind transportation and utilities and professional and business services.

Under the proposed legislation, companies in New Jersey and those relocating to New Jersey will be able to see immediate relief in their energy costs. Reducing costs such as these can provide these companies with the ability to invest in their products and workforce, perhaps even creating jobs.

The Chamber believes **S-1949 (Sweeney/T. Kean)/A-2767 (Riley/Quijano)** will be a significant incentive that reaffirms the State's commitment to fostering growth within the private sector and is a meaningful step in the right direction toward making our state business friendly and improve our ability to attract and retain business.

"My experience to date has been that CCSNJ is a top quality organization that presents numerous well-attended networking opportunities and informative, relevant programs."

Charles A. McCullough
Charles A. McCullough and Associates

SAVE THE DATE!



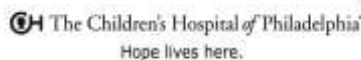
LEGISLATIVE RECEPTION

Honoring the Leaders & Members of the South Jersey Legislative Delegation

Wednesday, January 12, 2011
5:00-7:00 p.m.

The Mansion on Main Street, Voorhees

Proudly Sponsored by:



UPCOMING POLICY COMMITTEE EVENTS

ENVIRONMENT COMMITTEE

featuring
David E. Sweeney
Assistant Commissioner Site Remediation, NJDEP

Tuesday, December 7, 2010

8:30-10:30 a.m.

The Mansion on Main Street, Voorhees

[Click here](#) to register.

HEALTH ISSUES COMMITTEE

featuring
Ellen DeRosa
Executive Director
Individual and Small Employer Program Boards
NJ Department of Banking and Insurance

Wednesday, December 8, 2010

8:30-10:30 a.m.

The Mansion on Main Street, Voorhees

[Click here](#) to register.

SPECIAL EVENTS

Executive Series

Sponsored by:



Friday, December 15, 2010 • 11:30 a.m.–2:00 p.m. • The Mansion on Main Street, Voorhees



Featuring

JOHN J. FARMER, JR.

Senior Counsel, 9/11 Commission
Author, *The Ground Truth: The Story Behind
America's Defense on 9/11*
Dean, Rutgers School of Law—Newark

Dean Farmer served as senior counsel and team leader for the National Commission on Terrorist Attacks Upon the United States (commonly known as the “9/11 Commission”). In that position he led the investigation of the country’s preparedness for and response to the terrorist attacks and was a principal author of the Commission’s final report. His book, *The Ground Truth: The Story Behind America’s Defense on 9/11*, shows a disconnect between what those in charge of the country’s security knew and what was actually happening on the ground and in the skies.

Copies of Dean Farmer’s book will be available for signing immediately following his presentation.

Click [here](#) to register.

Business After Business

At the Campbell Soup Company Employee Center



On November 16, Chamber members got an inside look at Campbell Soup Company’s new Employee Center at a Business After Business event sponsored by Kistler Tiffany Benefits, PricewaterhouseCoopers and TD Bank. Pictured are: CCSNJ Board Treasurer John Overpeck, PricewaterhouseCoopers; Michael Matterna, TD Bank; CCSNJ President & CEO Debra DiLorenzo; CCSNJ Board member Kelly Johnston, Campbell Soup Company; Anthony Sanzio, Campbell Soup Company; and Rich Ross, Kistler Tiffany Benefits.



Meet the policymakers

Sponsored by:

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LLP

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ATTORNEYS AT LAW



Tuesday, January 11, 2011 • 11:30 a.m.–1:30 p.m. • The Mansion on Main Street, Voorhees



featuring

Harold "Hal" J. Wirths

Commissioner
*New Jersey Department of Labor
and Workforce Development*

[Click here to register.](#)

Grow Your Business Through Networking

On November 19, Chamber members learned from a panel of experts best networking practices to maximize their membership and their time at Chamber events. The panel included: (standing from left) CCSNJ President & CEO Debra DiLorenzo; Scott Kintzing, The Bank; Professor M. Larry Litwin, Rowan University; (seated from left) Mario Pinardo, Achievement Dynamics Institute; and Ted Mann, Gannett New Jersey. The event was sponsored by The Bank and Courier-Post.



WACHOVIA *Good Morning*

SOUTH JERSEY SERIES



WACHOVIA

Sponsored by

A Wells Fargo Company



On November 30, Anika R. Khan, vice president, economist for Wells Fargo Securities, LLC, addressed members about the state of the economy at a Wachovia/Wells Fargo Good Morning South Jersey Series event. Ms. Khan reported that we are headed out of the recession, and should not expect a double-dip recession.

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

Pressure-sensitive label set for the main company representative only	\$125.00
Pressure-sensitive label set for all member company representatives	\$175.00
Custom label set	Call for Pricing

Allow three working days; prices include tax, shipping and handling.

Database Program

One-time Database Program enrollment fee	\$250.00
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≥ ♦ The enrollment fee enables your company to access database updates as long as you remain a chamber member	

Call Winter Black at (856) 424-7776 extension 122 or [click here](#) for more information
or to purchase these valuable marketing tools.

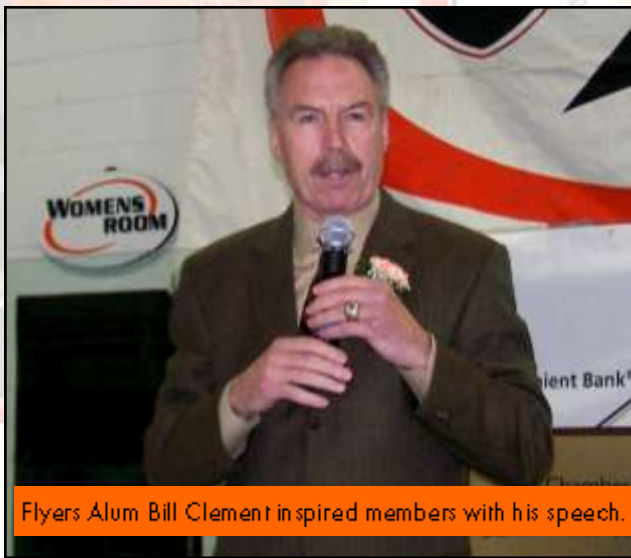
FACE OFF with the Philadelphia Flyers



Pictured at the event are: CCSNJ Executive Vice President & COO Kathleen Davis; Flyers Alum/ESPN Analyst Bill Clement; Bill Milner, Kistler Tiffany Benefits; Jane Yopez, Virtua; Flyers Head Coach Peter Laviolette; CCSNJ President & CEO Debra DiLorenzo; Henry Gosik, Sensational Host Caterers; and Kelly Johnston, Campbell Soup Company.



More than 100 members attended the VIP Day with the Flyers held at the Virtua Center Flyers SkateZone.



Flyers Alum Bill Clement inspired members with his speech.



Members had the opportunity to meet Stanley Cup champions like Bob Kelly (third from left at TD Bank's table).

MEMBERSHIP

2010/2011 Network Connection Series

DECEMBER

2 Noon [Caffe Aldo Lambert](#), Cherry Hill
16 Noon [Braddock's](#), Medford

JANUARY

6 Noon Caffe Aldo Lambert, Cherry Hill
13 Noon Adelphia, Deptford
20 Noon Braddock's, Medford



SPONSORED BY:



MEMBER NEWS

EVENTS

PSE&G will hold a Solar Conferences on Wednesday, November 17 at Crowne Plaza Monroe in Monroe Twp, NJ from 8:30 a.m. to Noon. This complimentary conference is only open to business customers in PSE&G's electric delivery territory with an interest in solar power. The purpose is to provide you with information on how your business can "go solar" affordably using currently available programs. You will be able to meet directly with New Jersey Solar Developers who are experienced in using the PSE&G Solar Loan as well as with other state and federal solar incentives. Click [here](#) to register online.

APPOINTMENTS

Cozen O'Connor welcomes Stephen A. Miller to the firm's Commercial Litigation Practice Group in Philadelphia.

ANNOUNCEMENTS

On November 1, 2010, Cherry Hill Pediatric Group in Cherry Hill, NJ will join Advocare, one of the leading physician-owned primary care group practices in the region. Under its new name, Advocare Cherry Hill Pediatrics will continue to provide the same high quality pediatric care to infants, children and adolescents.

AWARDS

South Jersey residents have voted, and for the sixth straight year Cooper University Hospital has received a Consumer Choice Award from the National Research Corporation (NRC). The 2010/2011 award identifies hospitals which consumers have chosen as having the highest quality of care.

On September 25, Suite Spot's Mark Schultz and Dan Vitco won a Mid-Atlantic Emmy® Award in the Musical Composition/Arrangement category

for "Baby Boost Nursery Rhymes & Songs."

The Bank announced that Michelle Catrambone, assistant vice president and branch manager of the Galloway branch, has been named by the New Jersey Bankers Association as one of their 2010 "New Leaders in Banking" award recipients, which honors and recognizes upcoming stars of the banking industry.

BUSINESS RESOURCES

CCSNJ FEATURED PARTNER:



AT&T Spreads Good Cheer This Holiday Shopping Season with New Red & White BlackBerry® Torch™ 9800, Windows Phones and Wireless Accessories

AT&T, the Preferred Communications Provider of the Chamber of Southern New Jersey, is sure to have something for everyone on your holiday shopping list with the arrival of two new colors of the BlackBerry® Torch, three Windows Phone 7 devices, hot accessories, and special deals just in time for the holiday shopping season.

Adding to the appeal of the best BlackBerry® ever, AT&T is offering BlackBerry® Torch™ 9800 in red and white, both exclusive to AT&T customers and in stores now. In addition, new Windows Phones from HTC, LG and Samsung, based on Windows Phone 7, are available in AT&T company-owned retail stores today.

Accessories

Shoppers who are nervous about making mobile phone purchasing decisions for others can pick up the perfect stocking stuffers and maybe even earn a holiday treat for themselves. Now through the end of the holiday shopping season, customers can purchase any two [accessories](#) and receive a third one of equal or lesser value for free. From new options like an iHome Mini Stereo Speaker System to limited edition holiday skins on cases from ZAGG, AT&T accessories are sure to be a featured item in stockings everywhere.

Limited time offer. New 2 yr agreement and qualifying data plan required. Up to \$30 activ. fee applies. Other conditions & restrictions apply. See contract, brochure and store for details. The free accessory item will be of equal or lesser value of the two purchased accessories. Apple products, such as Mobile Me and Apple Care, do not qualify as the free item but do count as qualifying purchased items. This promotion is not combinable with any other offer, discount, or bundle.

To take advantage of special "Chamber Member Only" waived activation, device and accessory discount, visit <http://www.chambersnj.com/business/membersavings.aspx>



ADVERTORIAL

Why Companies and Their Employees Should Know More About the Flu

It might seem like we were just celebrating July 4, but it's already November –and the beginning of flu season.

What is the flu? Flu is short for "influenza" and can include fever, chills, muscle aches, headache and cough. It typically lasts between three and seven days, but for many people the symptoms last longer.

Arguments exist both in favor of, and against, receiving the seasonal flu shot. Everyone's best bet is to consult with his or her family physician.

The flu vaccine is designed to protect against the three viruses that research suggests will be most common each year (this season, the

vaccine protects against an influenza A H3N2 virus, an influenza B virus and the influenza A H1N1 virus that was discussed so much last season.)

Why should businesses care about the flu? The Centers for Disease Control and Prevention –which recommends a yearly flu vaccine –estimates that the flu costs businesses approximately \$10.4 billion in direct costs related to hospitalizations and outpatient visits for adults.

Businesses choosing to play active roles in helping their employees fight the flu can deploy several strategies, including:

- Providing flu shots on site
- informing employees on where they can get flu shots in the community
- Reminding employees of relevant health insurance benefits

(AmeriHealth New Jersey, for example, reimburses members for their flu shots)

- Educating employees about the flu and flu vaccines..to help them make their own choices

If you haven't already done so, the best time to educate yourself, and your employees, but this year's flu vaccine is right now!

For wellness advice and to learn more about AmeriHealth New Jersey's wellness programming, visit www.HealthInsuranceThatPays.com, or contact Beth Sweeney at Beth.Sweeney@AmeriHealth.com.

NEW MEMBERS

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www.prepaidlegal.com/hub/thehubbardgroupllc

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Equipment Providers LLC

Marlton, NJ

We specialize in buying, selling and rebuilding Inserters, MLOCR Sorters, Digital Printers, Folders, Inkjets, Tabers, Labelers, Conveyors and other products.

MARKETING

Creekside Communications, LLC

Port Elizabeth, NJ

Creekside Communications offers marketing, public relations, communications and project management expertise to help businesses become well known, well liked and well respected.

NON-PROFIT CHARITY

American Red Cross - Gloucester County Chapter

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Since 1917, prevent, prepare and respond to emergencies and disasters. Providing programs and services including: response, military communication verification, first aid, lifeguarding, AED, and blood services.

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TITLE COMPANY

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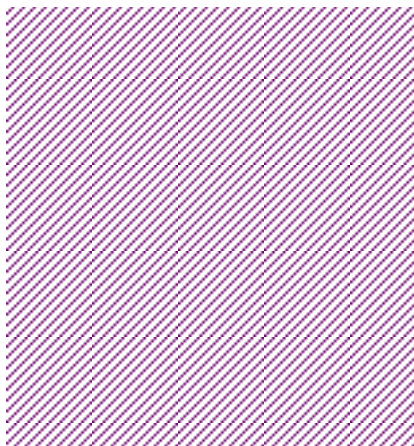
Our goal is not to be the biggest, but to be the best. At the heart of our generation is a technology infrastructure that enables Infinity to extend the maximum benefit of available resources to our clients.

Surety Title Corporation

Marlton, NJ

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Full service title insurance and settlement service company.



THE CHAMBER OF COMMERCE SOUTHERN NEW JERSEY "THE REVIEW" DECEMBER 2010

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
DECEMBER				1 Networking Event Noon Lambert's, Cherry Hill	2 Workshop Series 8:00 a.m. The Mansion, Voorhees
	6	7 Enviro. Committee 8:30 a.m. The Mansion, Voorhees	8 Health Issues 8:30 a.m. The Mansion, Voorhees	9 Annual Meeting/ Holiday Party 5:00 p.m. The Mansion, Voorhees	10
	13	14	15 Executive Series 11:30 a.m. The Mansion, Voorhees	16 Networking Event Noon Braddock's, Medford	17
	20	21	22	23	24
	27	28	29	30	31

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
JANUARY	3	4	5	6 Networking Event Noon Lambert's, Cherry Hill	7
	10	11 Meet the Policymaker 11:30 a.m. The Mansion, Voorhees	12 Leg. Reception 5:00 p.m. The Mansion, Voorhees	13 Networking Event 8:30 a.m. Adelphia, Deptford	14 Ambassador Com. 8:30 a.m.
	17	18	19	20 Networking Event Noon Braddock's, Medford	21
	24	25 Judges Outlook 7:45 a.m. Crowne Plaza, Cherry Hill	26	27 Walk to Washington VIP Reception 4:30 p.m. Marriott Wardman Park Hotel, Washington D.C.	28

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