

Meet the policymakers

FEATURING

THE HONORABLE KIM GUADAGNO
Lieutenant Governor, State of New Jersey



Tuesday, July 27, 2010
8:00–10:00 a.m.
Crowne Plaza, Cherry Hill

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Click [here](#) to register.

Business After Business at the Camden County Boathouse

Thursday, August 5, 2010 • 5:30 - 7:30 p.m.

Spend a relaxing summer evening networking with fellow Chamber members at the Camden County Boathouse overlooking Cooper River, while you **enjoy hors d'oeuvres and the cash bar.**

The finest, most modern and ecologically current boathouse in the region, the Camden County 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.

For directions and to register, click [here](#).

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THIS MONTH'S ADVERTISERS//



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GOVERNMENT ACTION



Meet the policymakers



On Tuesday, August 17, join the Chamber for an opportunity to "Meet the Policymakers" of our state at an event sponsored by [ACS, a Xerox Company](#), and featuring New Jersey Department of Transportation James Simpson.

Just after Governor Christie took the oath of office, Simpson was among the first cabinet members on the job. In his capacity as Commissioner, he serves as chairman of NJ TRANSIT, the New Jersey Turnpike Authority, the South Jersey Transportation Authority and the Transportation

Trust Fund Authority overseeing a total of 17,000 employees, more than \$3.6 billion in capital funds and over \$2 billion in operating funds. He also serves on the Motor Vehicle Commission Board and the State's three Metropolitan Planning Organizations' Boards.

This meeting will begin at 8:00 a.m. at the [Crowne Plaza](#), our breakfast sponsor. Register online at the Chamber's [web site](#).

BPU PRESIDENT TO ADDRESS COMMUNICATIONS & ENERGY COMMITTEE

RESCHEDULED



The June 29th Communications and Energy Committee meeting with Board of Public Utilities President Lee

Solomon has been rescheduled for **August 24th** at the **Crowne Plaza in Cherry Hill**. If you have already registered for this event, your registration will be automatically transferred to the new date. This meeting will be sponsored by [Horizon BCBSNJ](#), [South Jersey Industries](#), [New Jersey American Water](#), [PSE&G](#) and [Atlantic City Electric](#).

Click [here](#) to register.

GOVERNOR CHRISTIE RELEASES NEW JERSEY PRIVATIZATION TASK FORCE REPORT

On July 9, Governor Chris Christie welcomed the report of the New Jersey Privatization Task Force calling it a path to a more efficient, cost-effective government. The report identifies more than \$200 million in potential cost savings from across state agencies.

"In March, I asked the Privatization Task Force to develop a strategy that would reduce the size, scope and cost of state government," said Governor Christie. "What they have provided is a path for change that will benefit New Jersey's taxpayers through improvements in the quality of public service programs and services delivered to our citizens without placing further burdens upon the State budget. I look forward to further reviewing these recommendations."

Overall, privatization has been used effectively by the federal government, other states and by some New Jersey State departments and municipalities, resulting in efficiencies and cost savings for labor and technology, competitive procurement improvements, enhanced timeliness and increased access to outside expertise and innovation for these organizations.

Gathering input from an array of privatization experts, stakeholders and the general public, the five-member Task Force held public hearings in Trenton, Summit and Voorhees to help formulate their recommendations for a comprehensive approach to streamlining certain areas of government operations.

According to the Task Force report, to establish privatization as an effective policy, an appropriate management structure should be in place, suitable policies should be adopted and best practices should be followed.

Among the Department-specific recommendations made by the Task Force:

- Within the Dept. of Community Affairs, the privatization of Housing & Uniform Construction Code enforcement
- Within the Dept. of Corrections, exploring opportunities to privatize inmate medical health services and correctional facilities' food services
- Within the Dept. of Environmental Protection, entering into long-term concession agreements for the

CONTINUED ON [PAGE 9](#).

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 firsthand look at the key issues and challenges facing the business community in our region. For three weeks, a diverse mix of educators from 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 23 at the Gateway Regional High School in Deptford 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 firsthand 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 19th 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: Bancroft; Campbell Soup Company; Comcast; K-Tron International, Inc.; Lockheed Martin MS2; Logan Generating Plant; Mannington Mills, Inc.; PNC Bank, N.A.; Poly One Corporation; PSE&G; PSEG Nuclear, LLC; Sony DADC; South Jersey Industries; Sturdivant & Co., Inc.; Subaru of America, Inc.; Valero Refining Company-New Jersey; Verizon Communications; Virtua; and Wachovia Wells Fargo 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.

There's no place like..Expo!



3,500 businesspeople from throughout the Delaware Valley in one day and under one roof

Chamber of Commerce
Southern New Jersey

Business Expo 2010

Thursday, September 16, 2010
10:00 a.m. to 4:00 p.m.
Crowne Plaza, Cherry Hill

This Week's Top Reasons to Exhibit

- 1 Interact with decision makers from South Jersey's top companies
- 2 Reinforce your company's image as a leader in your industry
- 3 Cultivate relationships With existing clients

Visit www.exposj.com to reserve your booth.

SPECIAL EVENTS

BUSINESS AFTER BUSINESS AT THE POOL AT HARRAH'S



More than 100 members attended a Business After Business at The Pool at Harrah's Resort in Atlantic City on July 15, sponsored by [Fox Rothschild](#), [Providence Pediatric Medical DayCare](#), and [South Jersey Energy Solutions](#). Pictured are: Debbie Gutjahr, Harrah's Resort; CCSNJ Board Member Ian Meklinsky, Fox Rothschild; CCSNJ President & CEO Debra DiLorenzo; Camden County Freeholder Edward McDonnell; Assemblyman Angel Fuentes; Tom Kinder, Providence Pediatric Medical DayCare; Judi Hall, South Jersey Energy Solutions; and CCSNJ Executive Vice President & COO Kathleen A. Davis.

RUTGERS QUARTERLY BUSINESS OUTLOOK

School of Business | Camden

Tuesday, July 20, 2010 • 7:45 a.m.–9:30 a.m.
Crowne Plaza, Cherry Hill

Join us for this quarterly forum featuring area business leaders, sponsored by the Chamber and [Flaster/Greenberg, P.C.](#), who will assess the Southern New Jersey economy in their business sectors. The panel will consist of four experts in economics, technology, commercial real estate and tourism, who will discuss current and six-

SECTOR

PANELISTS

Economy

Luke Tilley
Regional Economist
Federal Reserve Bank
of Philadelphia

Technology

Mazine Ballen
President & CEO
NJ Technology Council

Commercial
Real Estate

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

Tourism

Greg Charbeneau
*Vice President
and Executive Director*
Adventure Aquarium

Click [here](#) to register.

SAVE THE DATE

Business After Business at the
Monday, October 25, 2010 • 5:00-7:00 pm.



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NEW JERSEY STATE TREASURER DISCUSSES FY 2011 STATE BUDGET



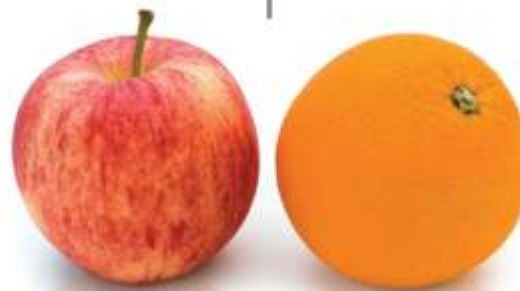
On June 16, New Jersey State Treasurer Andrew P. Sidamon-Eristoff (*third from left, bottom row*) spoke to members about the Fiscal Year 2011 Budget just weeks before its passage deadline. The Treasurer gave high praise to the work of the Chamber's Board Council for setting the stage for real reform in New Jersey.

This event was sponsored by [Horizon BCBSNJ](#), [Flaster/Greenberg, P.C.](#), [South Jersey Industries](#) and [Verizon](#).

“ Our efforts to reform state government and make it more efficient owe a debt to all the hard work and careful analysis that your Council on Responsible Government Spending has done. The Council’s Phase Three report on how to adapt the best practices of the businessworld to state government was particularly valuable. We have also benefited from the thoughtful input of Deb DiLorenzo, your president and CEO, on the transition team, Kathy Davis, your chief operating officer, on the privatization task force... and your board member Peter Spingel on our budget transition subcommittee. Your guidance and support is very much appreciated.”

-NJ State Treasurer
Andrew Sidamon-Eristoff

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2010 WELLNESS EXPO.

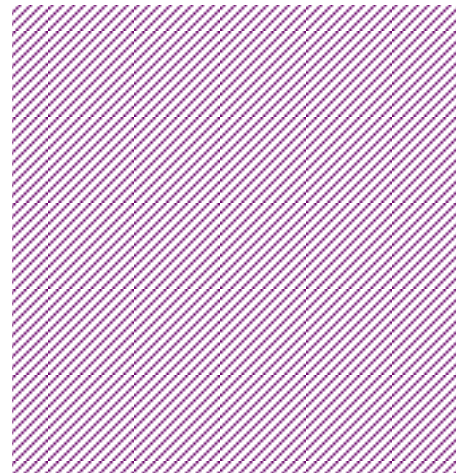
CCSNJ Vice Chair Judith Roman, president & CEO of AmeriHealth New Jersey, delivered the keynote address at the Wellness Expo 2010 on June 18. Roman discussed why "Wellness Matters" to businesses in terms of healthcare costs and productivity in the workplace, and how companies can promote a healthy lifestyle for their employees. ▶



◀ A dynamic panel of leaders in the health industry discussed obesity, heart disease and developing health habits (from left) Dr. John Tedeschi, CEO & chairman of Continuum Health Alliance; Dr. Ninfa Saunders, RN, MSN, MBA, executive vice president & COO for Health Services at Virtua & a member of the American Heart Association's Board of Directors; and Dr. Susan Finn, RD, LD, FADA, president & CEO of American Council for Fitness & Nutrition.



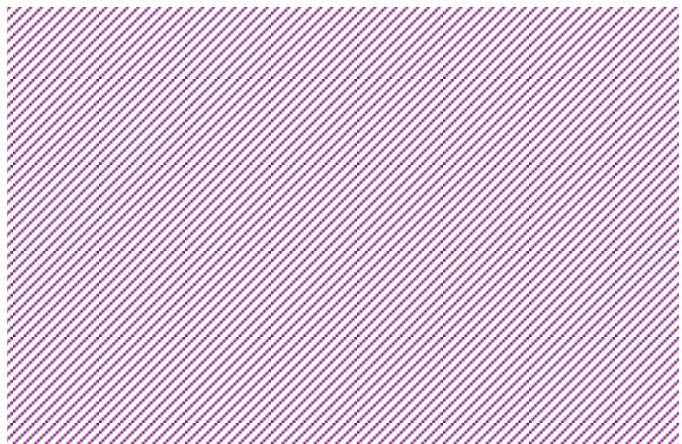
◀ Fir4Life performed posture analysis.



Yir Tu', Virtua's new Wellness Center, offered demonstrations of its Satori Space, vibrational sound therapy, as well as chair massages. ▶



◀ Attendees were able to calculate their body fat percentage in less than 20 seconds at Subversion Fitness's booth.



MEMBERSHIP

2010 Network Connection Series

JULY

29 8:30 a.m. [Heritage House](#), Millville

SEPTEMBER

2 Noon [Caffe Aldo Lambertini](#), Cherry Hill

8 8:30 a.m. [Adelphia Restaurant](#), Deptford

23 Noon [Braddock's](#), Medford

30 8:30 a.m. [Heritage House](#), Millville

AUGUST

5 Noon [Caffe Aldo Lambertini](#), Cherry Hill

12 8:30 a.m. [Adelphia Restaurant](#), Deptford

19 Noon [Braddock's](#), Medford

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ADVERTORIAL

COMBATTING CHILDHOOD OBESITY IN NEW JERSEY

AmeriHealth New Jersey recently participated in a health expo designed to promote healthy lifestyles to more than 1,000 attending high school students. The expo placed particular emphasis on teen obesity, with good reason: good habits developed early on play a powerful role in encouraging healthy lifestyles in adulthood. First Lady Michelle Obama has a similar focus with her "Let's Move" campaign to combat childhood obesity.

The lesson's a crucial one for all of us: childhood obesity has more than tripled in the past three decades. The Centers for Disease Control and Prevention (CDC) points out that among adolescents between 12 and 19, the prevalence of obesity increased from five percent to 18.1 percent

from 1980 to 2008. Overweight adolescents have a 70 percent chance of being overweight or obese adults.

New Jersey, unfortunately, isn't getting its children off to the healthiest start. We had the highest percentage of overweight and obese children under the age of five (17.7 percent) when the CDC studied this age group in 2004.

As we increasingly understand, obesity has significant, long-term health and economic ramifications. In adults, obesity leads to higher rates of diabetes, hypertension and heart disease. Further, in addition to the obvious quality-of-life implications, average health care costs for the obese are 36 percent higher than for people of normal weight. When last studied in 2004, obesity was determined to increase health care costs by \$98 billion to \$129 billion, and to add \$15.4 billion in additional business

costs related to sick leave, life and disability insurance.

Through participation in community wellness events developed specifically for young people, as well as through employer-based wellness programs that help educate employees on how their entire families can live healthier lives, AmeriHealth is working to improve the health of people –including young people –throughout New Jersey. As our New Jersey community becomes more educated about wellness, we have greater knowledge to, in turn, educate our children.

For more information on how AmeriHealth's wellness programs help promote better health throughout New Jersey, contact Beth Sweeney: Beth.Sweeney@AmeriHealth.com.

LEGISLATIVE UPDATE

Governor Christie's Conditional Veto of UI Bill Passes Legislature

On June 29, both the Senate and Assembly passed the Conditional Veto (CV) of **S-1813 (Madden/Sweeney)** with support from both Democrats and Republicans, to avoid the Unemployment Insurance (UI) tax rate from increasing to the highest tax rate allowable by law—those in column "E" of the UI tax schedule. Currently, employers are now paying the tax rate in column "B." The legislation would increase employers tax rates to those in column C of the UI schedule.

The Governor's Conditional Veto goes further than S-1813 by creating an Unemployment Insurance Fund Task Force and imposing a three-tiered approach to unemployment benefits for employees who lose their jobs due to misconduct. Also part of the CV's recommendations, Governor Christie notes that in New Jersey's current fiscal crisis and insolvency of the State's UI fund, if any bill that increases unemployment benefits passes the Legislature while the Task Force is in place, he will not sign it.

The Chamber commends the Governor and Legislature for taking the necessary action to avert a significant tax increase on businesses.

Both Houses Pass Budget Bill

In the early hours of June 29, the Assembly passed the budget (**A-3000 Malon/O'Scanlon**) while the Senate (**S-3000 Bucca/O'Toole**) did so just hours before. The budget that passed through both houses is very close to the budget Governor Christie initially proposed on March 19, 2010, closing an \$11 billion dollar deficit—less than two days before the July 1 deadline.

Democrats, who are in control in both houses of the legislature, wanted approximately \$400 million restored to programs and services that affected students, the sick and the poor. Only \$74 million was restored to these programs and services. Initial cuts to

school aid in the amount of \$820 million, and property tax rebates, \$848 million, were maintained.

In the Senate, four Democrats (Cunningham, Ruiz, Stock, and Van Drew) relinquished votes needed for the budget to pass. All 17 Republicans supported the budget, which was approved by a vote of 21-19.

The Assembly took up the main appropriations bill at 10:30 p.m. last night and debated it for three hours before passing the budget along party lines—where eight Democrats (Albano, Chivukula, Coutinho, Cryan, Milam, Oliver, Ramos, and Rodriguez) joined 33 Republicans to get the budget approved by a vote of 41-37.

The Democrats in both the Senate and Assembly begrudgingly voted yes on the Budget to keep New Jersey from experiencing a government shutdown, though prior to both the voting sessions held yesterday, it was unclear whether all Republicans in both houses were planning to support the Governor's budget. After some discussion and private meetings, all Republicans were on board, so that only the minimal amount of Democratic votes was needed to pass the budget.

The Governor signed the budget June 29 and then announced that he requested a Special Joint Session of the Legislature to directly hear his Cap 2.5 Reform Agenda on Thursday, July 1 at 10:00 a.m.

In addition to considering the proposed cap and constitutional amendment for placement on the ballot for the General Election in November, Governor Christie has also ordered the Special Joint Session to address the thirty-three legislative proposals ("tool-kit") to reduce costs at the municipal, school and higher education levels.

Under his authority, the Governor is only capable of ordering a hearing and subsequent debate on the issues;

he has no authority to compel legislative leadership to actually vote on these measures.

If you have any questions or thoughts on any of the issues covered in this edition of *Legislative Update*, please contact Maria Patouhas, Manager, Government Relations at m.patouhas@chamber.nj.com or (856) 424-7776 ext. 127.

TASK FORCE REPORT (CONTD FROM PAGE 2.)

operation and management of all state parks

- Within the Dept. of Labor &

Workforce Development, the outsourcing of boiler and pressure vessel inspections

- Within the Motor Vehicle

Commission, the full decentralization of passenger vehicle inspections

- At the New Jersey Turnpike Authority, the outsourcing of manual toll collections

- Within the Dept. of Transportation, the use of long-term, performance-based highway maintenance contracts

- Within the Department of Treasury, the outsourcing of worker's compensation claims processing and all pension, payroll and benefit payment systems.

"Our Task Force learned that major privatization initiatives succeed only when they are undertaken by a leader with the political will to overcome bureaucratic inertia and confront entrenched interests," said Congressman Dick Zimmer, who chaired the Task Force. "We are confident that Governor Christie has the requisite political will to deliver the benefits of privatization to the taxpayers of New Jersey."

CONTINUED ON **PAGE 11.**

BUSINESS RESOURCES

CCSNJ FEATURED PARTNER

MARSH

The Bargains Are Out There—And So Are Questions

With care prices expected to remain low and incentives quite prevalent, the adage “It’s never been a better time to buy,” seems truer than ever. But although the credit crunch has eased somewhat, experts believe you can continue to expect tighter scrutiny on your financing. This means to qualify for the best rates, you should raise your credit score above 600, and expect to put down 20 percent cash or trade. The national average is 7.3 percent, but that will vary with your location.

Insurance rates can add to the cost of buying a car. The easiest way to comparison-shop your many choices is to consult the new Marsh Auto Choice Plan, administered by Marsh Voluntary Benefits. This 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 tollfree 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 can 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 Chamber membership, you are also 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.

The advertisement features a central logo for Capehart Scatchard Attorneys at Law, which is a stylized 'C' inside a square. Surrounding the logo is a tree diagram with the following branches and sub-branches:

- wisdom
 - intelligence
 - advanced
 - informed
 - confidence
 - pride
 - authority
 - knowledge
- creativity
 - imagination
 - vision
- integrity
 - honesty
 - character
- skill
 - diligence
 - craftsmanship
 - flexibility
 - persuasiveness

To the right of the tree is a callout box with a black border containing the text:

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MEMBER NEWS

ANNOUNCEMENTS

Virtua recently received the Best of Show Healthy Workplace Award for Extra-Large Company from the Philadelphia Business Journal for its focus on employee wellness programs.

Christine McGinley, CFP from UBS Financial Services Inc., was named to Barron's Top 100 Women Financial Advisors List.

APPOINTMENTS

Brenda Ross-Dulan, the Southern New Jersey regional president for Wachovia, a Wells Fargo Company, has been promoted to executive vice president within the company's corporate structure.

Lisa Simon, president and founder of Simon Public Relations Group, Inc. was inducted into the Philadelphia Public Relations Association (PPRA) Hall of Fame on June 14, 2010.

TD Bank, America's Most Convenient Bank®, has named Adam M. Butler an Assistant Vice President/Small Business Relationship Manager in Commercial Lending in Cherry Hill, NJ.

AWARDS

GREYHAWK, an international construction project management and consulting firm, received two "Project of the Year" awards from the Mid-Atlantic Chapter of the Construction Management Association of America (CMAA).

Jim Capanna, director of business development for The TOTAL Mailing System (TTMS, Inc.), was recognized by the PDMA with a Lifetime Achievement Award.

Suite Spot Studios composers Mark Schultz and Dan Vitco and producer Maureen Schultz won a Telly Award for their work in Comcast's "Baby Boost Nursery Rhymes and Songs." The team received a Bronze award in the category of "Use of Music."

TASK FORCE REPORT

(CONTD FROM PAGE 9.)

Governor Christie signed Executive Order 17 creating the New Jersey Privatization Task Force on March 11 to examine areas where government services and functions could be provided by the private sector. Task Force members included former Congressman Dick Zimmer, Chair, as well as Todd Caliguire, President, ANW/Crestwood, Inc.; Kathleen Davis, Executive VP & COO, Chamber of Commerce of Southern New Jersey; John Galandak, President, Commerce & Industry Association of New Jersey and Dr. P. Kelly Hatfield.

To read the full report, [CLICK HERE](#).

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

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
JULY		Regis Outlook 20 7:45 a.m. Crowne Plaza Cherry Hill			
		Policymakers 27 8:00 a.m. Crowne Plaza Cherry Hill		Networking Event 29 8:30 a.m. Heritage House Millville	

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
AUGUST	2	3	4	Networking Event 5 Noon Lambert's, Cherry Hill	6
	9	10	11	BAB 5:30 p.m. Boathouse, Camden	13
	16	Policymakers 17 8:00 a.m. Crowne Plaza Cherry Hill	18	Networking Event 9 Noon Braddock's, Medford	20
	23	Communications and Energy 24 8:00 a.m. Crowne Plaza Cherry Hill	25	26	27



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