



10th Anniversary

# FACE OFF



With the Philadelphia Flyers

Wednesday, November 17, 2010

The Virtua Center Flyers Skate Zone

601 Laurel Oak Road, Voorhees

Click [here](#) to register.

**11:00 a.m.** Watch your Flyers in action at a practice followed by "On the Rink" player interviews hosted by Steve Coates, Flyers TV Color Commentator

**Noon** Enjoy gourmet "Lunch with the Legends" where you will be seated with a member of the Flyers Alumni organization

**1:00 p.m.** Flyers Head Coach Peter Laviolette will share his expectations for the 2010-2011 NHL season

**Program** Flyers Alum/ESPN Analyst Bill Clement will inspire you with his story & keys to success

**\$125** per person for members • **\$200** per person for non-members  
Includes admission to the event and a ticket to a future Flyers game.

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## Annual Meeting

## Holiday Party



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.

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### THIS MONTH'S ADVERTISERS//



# GOVERNMENT ACTION

## LEGISLATIVE UPDATE

### Business Action Center Open for Business

On October 15, Lt. Governor Kim Guadagno, joined by a group of business, community and government leaders, hosted an open house at the Department of State for the new Business Action Center (BAC) in Trenton. The open house showcased the Christie Administration's efforts to bring a more customer service approach to interacting with State government and formally introduce the public to the BAC's staff.

Under the leadership of Lt. Governor Kim Guadagno, and led by Acting Executive Director Linda Kellner, the new center is the "one-stop" shop and will play a key role in attracting, retaining and growing businesses in New Jersey. They will also provide professional and coordinated assistance to businesses in the resolution of permit applications, licenses, certificates and other business related approvals. The BAC is part of the New Jersey Partnership for Action, a three prong public-private approach that also includes Choose New Jersey and the Economic Development Authority.

"Making New Jersey a home for growth is our Administration's top responsibility. By bringing a "one-stop" shop approach to this important task, we can help businesses-large and small- open and grow in New Jersey," said Lt. Governor Kim Guadagno in opening the Business Action Center. "I'd personally encourage business to use the Business Action Center as a resource. Our staff can be reached at 866-534-7789 and are here to help."

Features of the Business Action Center include:

**Financial and Incentive Programs:** The Business Action Center walks businesses through the State's incentive and financing programs available to businesses.

**Permitting and Regulatory Assistance:** The Business Action Center provides professional, coordinated services to help new and existing businesses navigate State regulatory processes. By actively working with various State agencies and departments, the team assesses the issues, quickly identifies the challenges and formulates solutions.

**Growing Our State's International Competitiveness:** The Business Action Center provides assistance to companies looking to do business globally through trade consulting services and inward foreign direct investment services.

**Site Selection Services:** The Business

Action Center maintains a comprehensive real estate database of New Jersey's commercial properties and can provide a real estate report with location options.

**State Planning for Future Growth:** The Business Action Center's new Office for Planning Advocacy serves as the focal point for coordinating and advancing New Jersey's planning strategies. Formerly the Office of Smart Growth, the Office for Planning Advocacy serves to stimulate new growth opportunities and enhances the one-stop shopping experience for business.

Businesses throughout the State are encouraged to use the services of the BAC, which assists businesses in the resolution of permit applications, licenses, certificates and other business related approvals. BAC also

**CONTINUED ON PAGE 6.**

## UPCOMING POLICY COMMITTEE EVENTS

### STATE AFFAIRS COMMITTEE

featuring  
**Stephen M. Sweeney**  
Senate President

**Tuesday, November 9, 2010**

8:15-10:00 a.m.

The Mansion

3000 Main Street, Voorhees

[Click here to register.](#)

### CONGRESSIONAL ACTION COMMITTEE

featuring  
**Frank A. LoBiondo**  
Congressman, District 2

**Friday, November 12, 2010**

11:30 a.m.-1:30 p.m.

The Heritage House

1111 Village Drive, Millville

[Click here to register.](#)





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we buy the one that gives the most  
security for our employees.”

*Jonathan & Craig Glass, Co-Owners / Rotor Clip, Somerset, New Jersey*



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# On Point.

Expert advice from the experts.  
Federal Healthcare Reform  
Update: Fix or Fiasco?



On October 22, a panel of experts provided members with an update on the new Federal "Patient Protection and Affordable Health Care Act" and what employers need to know about complying with its new mandates. Pictured are (standing, from left): CCSNJ President & CEO Debra DiLorenzo; Michael D. Homans, Esq., shareholder, Flaster/Greenberg, P.C.; Susan Nespola-Haggerty, CPA, manager, Zook Dinon PA; and CCSNJ Executive Vice President & COO Kathleen Davis; (seated from left) Erin Lieber, senior product manager, AmeriHealth New Jersey; James Gelfand, director of health policy, U.S. Chamber of Commerce; and Lisa A. McLean, SPHR, director, human resources services, Kistler Tiffany Benefits.

## Business After Business at the ADVENTURE aquarium

On October 25, nearly 100 members enjoyed a view of the Philadelphia skyline while networking at an underwater Business After Business event held at Adventure Aquarium and sponsored by Cooper University Hospital, Ballard Spahr and Susquehanna Bank. Pictured (from left) are: CCSNJ President & CEO Debra P. DiLorenzo; Susan Bass Levin, Cooper Foundation; Jeremy Shackleford, Susquehanna Bank; and Patricia Smith, Esq., Ballard Spahr.



## Grow Your Business Through Networking

Friday, November 19, 2010

8:00-10:30 a.m.

at the Mansion on Main Street, Voorhees

Whether you're meeting new business people or reconnecting with prior contacts, networking can turn prospects into clients. Our expert panel will teach you effective techniques, how to maximize social media tools, and how networking can help build a positive image for your company.

Following the panel discussion, put your new knowledge into practice during a thirty minute-long "networking session," during which our panelists will be available to provide one-on-one advice.

Polish your networking skills, or instill the importance of networking in your new or junior staff, but don't miss this session that can give you the leg up on your competition!

Click [here](#) to register.

## RUTGERS Quarterly Business Outlook

School of Business | Camden



On October 19, Rutgers School of Business Camden hosted its Quarterly Business Outlook sponsored by the Chamber and Flaster/Greenberg, P.C. Pictured are (from left): Ray Solomon, dean, Rutgers School of Law-Camden; Wendell Pritchett, chancellor, Rutgers-Camden; Joel Naroff, president, Naroff Economic Advisors; Michael Griffin, senior vice president, Hill International; Deb DiLorenzo, president & CEO, Chamber of Commerce Southern New Jersey; Peter Spigel, managing shareholder, Flaster/Greenberg, PC; James Maida, president & co-founder, Gaming Labs International; Vincent Maione, president, Atlantic City Electric; and Jaishankar Ganesh, dean, Rutgers School of Business-Camden.

## Business After Business

At the Campbell Soup Company Employee Center

On June 10, Campbell Soup Company officially opened an 80,000-square foot addition to the company's world headquarters in Camden -the Campbell Employee Center. The new Center is part of a broader effort that includes a planned 100-acre office park and a planned \$93 million investment in Camden's Gateway District.

Join us for networking and a look inside Campbell's new Employee Center, which features a state-of-the-art café, exhibition hall, Campbell University and a company store. Seasonal hors d'oeuvres and refreshments will be served.

Tuesday, November 16, 2010  
5:00—7:00 p.m.

Campbell Soup Company  
Employee Center  
1 Campbell Place, Camden, NJ 08103

\$25 pre-registered members  
\$35 members at the door  
\$50 non-members\*



Sponsored by:



Click [here](#) to register.

**LEGISLATIVE UPDATE**

CONT'D FROM PAGE 2.

provides services to domestic and international businesses looking to remain, expand or locate to New Jersey. For more information, businesses are encouraged to call 866-534-7789 or visit [www.NewJerseyBusiness.gov](http://www.NewJerseyBusiness.gov).

### Atlantic City Alliance Supports City's Revitalization

The Atlantic City Alliance, a group composed of the companies that own the Borgata, the three Trump casinos, the four Harrah's Entertainment casinos and the Tropicana, announced that they are committing \$30 million to Atlantic City's revitalization. The group said that the money will be used to market Atlantic City and help pay for a public-private partnership called for this year by Governor Chris Christie.

Governor Christie applauded the Alliance, stating: "Atlantic City's

tourism and gaming industries are critical to New Jersey's economic health and competitiveness. Atlantic City is at a crossroads and the stakes could not be higher. I'm pleased that members of the casino industry recognize the importance of this effort, support the recommendations my administration has put forward for Atlantic City and have stepped up with a meaningful commitment to turning around Atlantic City."

[Click here](#) to see Governor Christie's full statement on the announcement.

### Chamber Supports Measures that Reduce Government Spending

During the October 25 Assembly voting session, the Chamber submitted a letter in support of **S-2220/A-3392/A-3211 (Sarlo, Lampitt, Albano, Casagrande)**, which limits sick leave payouts and vacation carry forward for current and future employees of boards of

education and local governments. The bill also limits the ability to use accumulated sick leave in the last year of employment without verification by a physician. It also ends the practice of cashing out unused vacation time to that which is carried forward for one year.

The costs associated with providing limitless payouts for unused sick and vacation time are significant, and are funded by taxpayers whose own benefits (if they are employed) are much more limited. Maintaining these benefits in today's economic climate is no longer an option. Business and property tax payers simply cannot afford to continue to fund these and other generous public employee benefits.

The bill was passed by the Assembly by a vote of 78-0-0 (yes, no, abstain). [Click here](#) to view the Chamber's full position paper on this issue.

**CONTINUED ON PAGE 7.**

The advertisement features a central logo for Capehart Scatchard Attorneys at Law. The logo consists of a stylized 'C' icon to the left of the text 'CAPEHART SCATCHARD' and 'ATTORNEYS AT LAW' below it. Surrounding the logo are several words connected by lines, representing various traits and qualities: 'wisdom' (top), 'intelligence' (top-left), 'confidence' (top-right), 'pride' (top), 'authority' (top), 'knowledge' (middle-left), 'creativity' (middle-left), 'vision' (middle-left), 'imagination' (middle-left), 'integrity' (middle), 'honesty' (middle), 'character' (middle), 'craftsmanship' (middle), 'flexibility' (middle), 'skill' (middle-right), 'diligence' (middle-right), and 'persuasiveness' (middle-right). To the right of the logo is a rounded rectangular box containing the text: 'THE LAW DOES NOT EXIST IN A VACUUM. WHICH IS WHY WE WORK SO HARD TO UNDERSTAND YOUR BUSINESS. From product manufacturing to railroads, every industry and every business is different. And the context surrounding each will impact legal strategy. At Capehart Scatchard, we develop a deep understanding of our clients' unique set of circumstances. It helps us better mitigate risk. Discover opportunities. And help your business succeed.'

Mount Laurel, NJ • Trenton, NJ  
To learn more about our comprehensive legal services, visit [www.capehart.com](http://www.capehart.com) or call 856.234.6800.

# MEMBERSHIP

## 2010 Network Connection Series

### NOVEMBER

11 8:30 a.m. [Adelphia Restaurant](#), Deptford  
18 Noon [Braddock's](#), Medford

### DECEMBER

2 Noon [Lamberti's](#), Cherry Hill  
16 Noon [Braddock's](#), Medford



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## 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.

### LEGISLATIVE UPDATE CONT'D FROM PAGE 6.

The Chamber also supported **A-3358 (Lampitt)/S-1998 (Ruiz, T. Kean)** which allows state colleges and universities to form a risk management group and establish joint liability funds to purchase property damage, liability and workers' compensation coverage. These bills are part of a "tool kit" that will empower higher education institutions to have greater control over these costs, which ultimately save money.

The bill was passed by the Assembly by a vote of 77-0-1 (yes, no abstain). [Click here](#) to view the Chamber's full position paper on **A-3358 (Lampitt)/S-1998 (Ruiz/T. Kean)**.

# BUSINESS RESOURCES

## 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
◆ Excel database records include: main contact name, company, address, phone number, number of employees and business classification.	
◆ The enrollment fee enables your company to access database updates as long as you remain a chamber member in good standing.	
Database Updates .....	\$75.00

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



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](http://www.HealthInsuranceThatPays.com), or contact Beth Sweeney at [Beth.Sweeney@AmeriHealth.com](mailto:Beth.Sweeney@AmeriHealth.com).

# NEW MEMBERS

## ARCHITECTS

### **Environetics**

Philadelphia, PA  
[www.environetics.com](http://www.environetics.com)

Environetics provides integrated architectural, engineering, interior design and real estate services for corporate, academic, health care, industrial and retail clients.

## CATERERS

### **Kuzina by Sofia**

Cherry Hill, NJ

## CHOCOLATE MANUFACTURER

### **Bayard's Chocolates**

Cherry Hill, NJ  
[www.seashorestaffy.com](http://www.seashorestaffy.com)

Retail chocolates, wholesale chocolates, corporate gifts, wedding favors, full candy assortment, seasonal gifts, birthday & special occasions, and custom gift baskets.

## CONSULTANTS-FINANCIAL

### **TAC Internal Control Consulting Services, LLC**

Cinnaminson, NJ

Risk Analysis and enhancement of both finance and operation process internal controls ensuring optimum effectiveness, internal audit and regulatory compliance.

## COPIER EQUIPMENT & SUPPLIES

### **Copiers Plus**

Egg Harbor Township, NJ  
[www.copiersplus.com](http://www.copiersplus.com)

Copiers Plus specializes in the sales and service of Digital Copiers, Printers, Fax Machines, Shredders, Scanners and Document Management Systems.

## CREDIT BUREAU

### **Benchmark Payment Networks**

Cherry Hill, NJ  
[www.benchmarkpaymentnetworks.com](http://www.benchmarkpaymentnetworks.com)

A merchant services organization that reviews and analyzes credit card fees for businesses large or small.

## DISASTER RECOVERY SERVICE

### **The Rolyn Company**

King Of Prussia, PA  
[www.rolyncompanies.com](http://www.rolyncompanies.com)

When your business faces a challenge from a natural disaster to major remodeling, you need specialized construction assistance and rapid response; at Rolyn that's our business.

## DOCUMENT DESTRUCTION

### **Tab Shredding, Inc.**

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[www.tabshred.com](http://www.tabshred.com)

Specializing in Secure Document Destruction and Waste Paper Recycling. Pick Up and Delivery available. Green Eco Friendly Company.

## ENERGY SERVICE

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[www.rouxinc.com](http://www.rouxinc.com)

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## FINANCIAL PLANNING

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[www.consulfbenefitsplus.com](http://www.consulfbenefitsplus.com)

BPCG is an independent minority and women owned comprehensive financial services firm located in the heart of Philadelphia's business community. Our mission is to help clients build wealth, preserve their legacies and achieve ideal financial prosperity.

## GIFTS & GIFT BASKETS

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[www.MoreThanGiftsMarlton.com](http://www.MoreThanGiftsMarlton.com)  
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## HOME BUILDERS & REMODELERS

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[www.drhorton.com/nj](http://www.drhorton.com/nj)

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## LAW FIRM

**Comegno Law Group, P.C.**  
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The Comegno Law Group is a full-service firm dedicated to providing thorough, responsive and committed legal services to its clients.

**Krizman Law LLC**  
Cherry Hill, NJ  
[www.krizmanlaw.com](http://www.krizmanlaw.com)

Intellectual property law.

## MARKETING/PRINTING

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[www.allegramarmora.com](http://www.allegramarmora.com)

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## NON-PROFIT ORGANIZATION

**American Red Cross - Salem County**  
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[www.arcsalem.org](http://www.arcsalem.org)

**South Jersey Eye Center**  
Camden, NJ  
[www.sjeyecenter.org](http://www.sjeyecenter.org)

South Jersey Eye Center is a non-profit 501 (c)(3) founded in 1961 specializing in providing comprehensive eye care services to the underserved and underprivileged population.

## PHYSICAL THERAPY

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[www.breakthrupt.com](http://www.breakthrupt.com)

## POOLS & SPAS

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## PUBLIC ADJUSTERS

**Nottingham Adjustment, LLC**  
Haddonfield, NJ  
[www.nottinghamadjustment.com](http://www.nottinghamadjustment.com)

Our objective is to assist home and business owners with their property claims including everything from the filing and preparation of the claim to the settlement.

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[www.lvrealtors.com](http://www.lvrealtors.com)

Serving the greater Haddonfield area since 1978, we specialize in all types of housing, residential, commercial and investment properties

## RESTAURANTS

**McCormick & Schmick's**  
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[www.mccormickandschmicks.com](http://www.mccormickandschmicks.com)

Our goal is to provide absolute guest satisfaction.

**Philadelphia Belle**  
Philadelphia, PA  
[www.philadelphiabelle.com](http://www.philadelphiabelle.com)

The majestic Philadelphia Belle is the ultimate Philadelphia experience offering scenic views of historical sites from the water. Choose from our many cruises - lunch, brunch or four course dinner.

## TITLE COMPANY

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[www.landservicesusa.com](http://www.landservicesusa.com)

We are a full service national title insurance agency.

## TOWING SERVICE

**Cioffi's Towing Service**  
Cherry Hill, NJ  
[www.cioffitowing.com](http://www.cioffitowing.com)

Flatbed, medium and heavy duty towing. Road service, junk car removals, secure storage yard, reasonable rates.

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

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
NOVEMBER	1	2	3	<b>Networking Event</b> 4 Noon Lambert's, Cherry Hill	5
	8	<b>State Affairs</b> 9 8:15 a.m. The Mansion, Voorhees	10	<b>Networking Event</b> 11 8:30 a.m. Adelphia, Deptford	<b>Comm. Action</b> 12 11:30 a.m. Heritage House, Millville
	15	<b>Bob Campbell's</b> 16 5:00 p.m. Campbell's Soup, Camden	<b>Face Off w/ the Flyers</b> 17 11:00 a.m. Virtua Center Flyers State Zone, Voorhees	<b>Networking Event</b> 18 Noon Braddock's, Medford	<b>Networking Workshop</b> 19 8:00 a.m. The Mansion, Voorhees
	22	23	24	25	26
	29	<b>GMSJ</b> 30 7:45 a.m. Crowne Plaza, Cherry Hill			
DECEMBER	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
			1	<b>Networking Event</b> 2 Noon Lambert's, Cherry Hill	<b>Finance Workshop</b> 3 8:00 a.m. The Mansion, Voorhees
	6	<b>Enviro. Committee</b> 7 8:30 a.m. The Mansion, Voorhees	8	<b>Annual Meeting/ Holiday Party</b> 9 5:00 p.m. The Mansion, Voorhees	10
	13	14	15	<b>Networking Event</b> 16 Noon Braddock's, Medford	17
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27	28	29	30	31	

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