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connections

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BUILDING BUSINESS FOR A GREATER NEWARK

Remembering History, Celebrating the Present & Building the Future

NRBP's recent activities have brought great attention to the City of Newark's past, present and future as NRBP continues its tradition of advocacy for the revitalization of New Jersey's largest city.

Believing that Newark's history must be understood and appreciated at the same time plans are made for the future, NRBP worked with The Prudential Foundation and Bongiorno Productions to offer a special screening of the documentary film, *Revolution '67*. The film, shown to a full house at NJPAC Victoria Theater, recounts what happened in Newark during the infamous summer of 1967. A panel discussion following the film included Rutgers University professor Clement A. Price, New York Times reporter Ron Smothers, Newark resident and community activist Richard Cammarieri and the filmmakers, Newark residents Marylou and Jerome Bongiorno. The panel examined further the social and economic policies that spurred violence throughout the US forty years ago and questioned the extent to which many of those issues remain unresolved today.

This year brings renewal as well as remembrance. Of late, a great deal of attention has been paid to re-establishing Newark as a great place to visit, work and live. NRBP enthusiastically has supported and called attention to projects such as Cogswell Realty's Eleven80 Raymond Boulevard luxury apartments, mixed use development in Lincoln Park and road and pedestrian improvements in downtown.

GoNewark.com has been re-energized in partnership with The Star-Ledger to call attention to the many things to enjoy at lunch, after work and on weekends.

NRBP, a founding member of the board of directors of the Newark Downtown District (NDD), joined in a June press conference to announce that NDD will direct the largest capital project ever to be financed by a special improvement district (SID) in New Jersey.



Photo by Citywide Corporate Photography

The \$17.5 million capital project will re-make 56 blocks of downtown Newark, featuring sidewalks and public space improvements starting this summer. The type and scope of this privately financed capital improvement debt by a special improvement district has only been done a handful of times in the U.S. (the Grand Central Partnership and 34th Street Partnership, both in New York City, and the Center City District in Philadelphia, PA, for example).

The project, to be completed in collaboration with the Mayor and Newark

Municipal Council, will be financed through an innovative partnership with the New Jersey Economic Development Authority (NJEDA), which has approved \$10 million in bonds to be issued on behalf of the NDD. The remainder of the funds will be supplied through a combination of cash and in-kind commitments from the Newark Urban Enterprise Zone (UEZ), NDD, the City of Newark and PSE&G.

Implementation will occur in phases over a three-year period, encompassing the gateway area of downtown Newark and nearly 600 properties. The first phase of the project will include the area immediately surrounding the Prudential Center.

Construction continues on the Prudential Center, the magnificent new home of the New Jersey Devils, for its October grand opening. The new arena will be at the center of a much larger NRBP-supported downtown redevelopment plan that will help spur more downtown activity as the various retail, residential, entertainment and commercial venues take shape. NRBP remains committed to advocacy for transportation and infrastructure improvements that will assist the City of Newark and private sector developers realize the full potential of America's third oldest city.

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Inside Connections...

MEMBER CORNER:
OUTSOURCING YOUR
PAYROLL

MEMBER NEWS

NRBP WELCOMES
NEW MEMBERS

UPCOMING NRBP EVENTS



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Great waterfronts are signs of great cities and a recent NRBP Newark Insiders Forum was aimed at spurring more activity along the Passaic River in both Newark and Harrison. As discussed at NRBP's June 7 Newark Insiders Forum, it is time that the City of Newark develops a comprehensive plan for the riverfront and works with developers, institutions and elected officials to marshal the resources necessary to make Newark's a world class waterfront.



Nick Sakiewicz, president of AEG NY/NJ referred to the "triangle" encompassing Red Bull Park in Harrison, NJPAC and Prudential Center. He envisioned entertainment second to none at the three venues attracting at least three million per year to over 500 events. "Bon Jovi is coming to Newark and not New York," he noted in making the point that the "triangle" encompassing both cities will quickly become a world class sports and entertainment destination.

Also within the triangle are the projects underway in Harrison described by Peter Higgins, chairman of the Harrison Redevelopment Agency. The town set out to rebuild its ratable base to reclaim hundreds of acres of industrial properties that lay fallow by developing a comprehensive plan that became the selling tool to attract developers. Higgins described the success of a project now underway by Roseland Properties and Millennium, which is selling well and is poised to begin the second phase in September.



Kevin Tartaglione of Advance Realty Group spoke about another element in Harrison's waterfront revitalization called Harrison Metro Centre, which is a site that borders the Jackson Street Bridge to Newark's Ironbound. The 135-acre site includes Red Bull Park in addition to residential and retail components.

Adding to the descriptions of plans for specific areas, Andy Raichle of Birdsall Services Group, Inc. described considerations that are critical to the build out of any waterfront property and the Newark/Harrison waterfront in particular. Designs must take into account physical challenges such as flooding and regulatory challenges relating to state and federal agency permits. Public safety issues are also paramount and awareness has heightened since hurricane Katrina.



Newark's Deputy Mayor, Stefan Pryor looked forward to the future by explaining the process the city will use to transform all areas of the city, the waterfront included. He cited the groundwork that has been laid and the laudable planning efforts that his office is currently reviewing with the objective to revisit good ideas and put together a coherent plan that assigns a budget and devises a new strategy for revitalization of this valuable city resource.

NJPAC president & chief executive officer Larry Goldman recalled that the arts center had many detractors when it was first proposed for Newark. Now ten years later, NJPAC is embarking on the build out of the rest of its 12-acre site to include residential, retail and an arts bridge leading to the water's edge. A critical component is an "outdoor room" or space within which activities will be programmed and that will draw visitors for a multitude of purposes.

Joe Della Fave explained the community-based planning that the Ironbound Community Corporation took on about 10 years ago. The enormous need for open space in the most densely populated section of the city was a driving force for the efforts that have been directed to reclaiming the stretch of waterfront through that neighborhood. Starting at the eastern end, Della Fave explained that sports/recreation will dominate nearest the neighborhoods, with a transition to a more programmed and commercial space at the western end close to the business community and Penn Station.

Beyond bricks and mortar, collaboration amongst public and private entities is an important foundation for the future of the City. NRBP intends to continue its role in forging new partnerships and advocating for a city that welcomes residents, workers and visitors.

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CALENDAR OF EVENTS

AUGUST — SEPTEMBER 2007

- | | |
|--------------|---|
| August 3 | Brown Bag Lunch:
Hot Topics in NJ Employment Law |
| August 16 | NJ Technology Fast 50 Awards Breakfast |
| September 19 | Let's Do Lunch |
| September 24 | Fourteenth Annual Outing at
Roxiticus Golf Club |
| September 25 | Biz Expo |

SAVE THE DATES

- | | |
|------------|---|
| October 4 | Newark Insiders Forum with
Newark Police Director Garry McCarthy |
| October 18 | Regional Economic Outlook |
| October 31 | Eye Opener |

For more detailed information or to register for NRBP's 2007 events, please visit www.newarkrbp.org. Credit cards accepted.

****Event Date and Topic Subject to Change****

MEMBER CORNER

If you have expertise you would like to share with members, please call (973) 242-4229 for rates and specifications.

Outsourcing Your Payroll: How Your Company Can Benefit

Administrative functions such as payroll can get in the way of a company's ability to focus on their bottom line business. While there are many companies that provide payroll solutions and outsource a variety of functions related to payroll, Balance Point, a client centric provider of payroll and human resource software, is focused on the specific services best suited to each individual business.

A client's assessment begins with a thorough needs analysis to get a clear perception so that a custom plan can be formulated. Balance Point puts a high priority on streamlining the process to save time and gain accuracy. From 401K contributions and census filing to tracking all of your fringe benefits, Balance Point handles it precisely and professionally. An additional benefit for the customer is access to the internet-enabled platform that gives the user full access to all historical payroll and human resource data. With just a few mouse clicks, the company can obtain fiscal or data-driven reporting.

It is not just the cost savings a company realizes when it outsources its payroll, it is also the time. Outsourcing reduces time spent processing payroll as well as preparing the payroll tax filing. In addition, it reduces financial risk of non-compliance. According to IRS statistics, approximately 33% of employers make payroll errors costing them billions of dollars annually in penalties and interest. What's more, the payroll burden continues to grow. As government regulations create new requirements, there are new pitfalls and new risks of fines.

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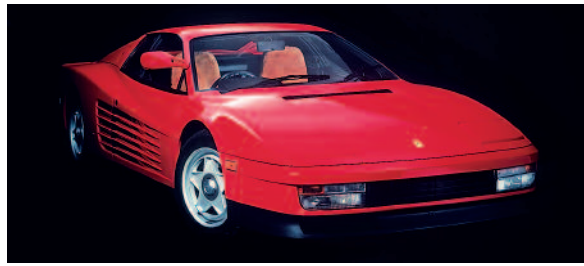
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Member NEWS

Angela S. Calzone, president of **Change & Response Strategies, LLC**, was recently named as one of New Jersey's Best 50 Women in Business. Calzone was recognized for her professionalism, business growth and community involvement.

Cushman & Wakefield of New Jersey, Inc. marked the occasion of its 90th anniversary in 2007 by hosting a Global Achievement Conference in Orlando, FL., for more than 900 of the firm's global professionals and by introducing a commemorative 90th anniversary logo. Today, Cushman & Wakefield has more than 12,000 employees in 201 offices in 55 countries.

John Hook has been named director of compliance and professional standards at **Gateway Security, Inc.** in Newark. Hook is a retired New Jersey state police lieutenant and 30-year veteran of the state police.

Gibbons P.C., a top law firm ranked among the nation's top 200 firms by The National Law Journal, proudly announced it has endowed \$1 million to the Seton Hall University School of Law to establish the Gibbons Institute of Law, Science & Technology. This gift, which is among the largest donations to a law school by a New Jersey law firm, will provide funding to assist the law school in educating and training the next generation of attorneys in the technology and scientific communities.

Jeffrey Greenberg and Steven Greenberg, principals of **Heritage Management Company**, have joined forces with real estate industry veteran Robert R. Martie to form Heritage Capital Group LLC. The new venture will focus on acquiring office, flex, industrial and retail properties east of the Mississippi River. Heritage Management Company currently owns and manages nearly 5 million square feet of diversified commercial product in the Northeast.

Hillier Architecture, New Jersey's largest architectural design firm, announced that they are merging with U.K. based RMJM in a \$30 million deal, creating an international "super-studio" of 1,000 designers. The merged company will be called RMJM Hillier in the United States.

Massey Agency, a full service, independent insurance agency recently was selected as the 2007 New Jersey Family Business of the Year. Fairleigh Dickinson University's Rothman Institute of Entrepreneurial Studies will present the award to the agency at a luncheon at Crystal Plaza Caterers in October.

McCarter & English LLP has signed on for 15 more years at Four Gateway Center in Newark. The firm will continue to lease 143,000 square feet of space for its headquarters at the 327,000-square-foot office tower. McCarter, which was founded in Newark in the mid-1800s, has been at Four Gateway where about half its more than 400 lawyers are based for 20 years.



Peggy Dougherty, deputy director of development for **The Newark Museum**, was recently honored at Kean University's Nathan Weiss Graduation Commencement with an honorary Doctor of Humane Letters. Ms. Dougherty who graduated from Kean University in 1979 works in conjunction with the trustees, director and senior staff to oversee the fundraising, membership, volunteer services and members' travel programs for New Jersey's leading museum of art, history and science.

North Jersey Federal Credit Union's President/CEO Lourdes Garcia recently accepted "CASA's (Community Action for Social Affairs) Women of Vision, Courage and Determination" award at a special reception at The Brownstone in Paterson. Ms. Garcia was honored for her spirit, courage and contributions in raising the aspirations as well as the opportunities for women in the community.

Storage King USA, recently open its newest self storage facility at 1448 McCarter Highway in Newark.

At the 60th annual awards ceremony for the Garden State Journalists Association, the video, "The Once and Future Newark," narrated by Dr. Clement Price, professor of history at **Rutgers University**, was honored as Video of the Year. The Video of the Year is selected from all of the broadcast entries, in all three broadcast categories: TV General News, TV Investigative News and Broadcast Feature.

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- NJPAC



Welcome New Members

Companies, organizations and individuals join NRBP for a host of good reasons – business development, peer-to-peer networking, business information, community interaction and public policy advocacy among them. The following are new members since the last issue. Please give serious consideration to using a member company for products and services that you require. To see the entire membership directory, please go to www.newarkrbp.org.

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Superior Catering Services
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Harrison, NJ
www.superiorcateringonline.com

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For membership details, please contact Lorraine Gretchen, Membership Services Coordinator at (973) 242-4228.

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