

BUILDING BUSINESS FOR A GREATER NEWARK

## Fulfilling Our Role as Partner

by NRBP President & CEO, Chip Hallock

NRBP's role as a partner and advocate has never been more pronounced.

Scores of members have been introduced to business relationships by virtue of NRBP-facilitated contact. Our dedication to Newark was highlighted by the re-introduction of Newark to our name and has been emphasized by our career awareness program at West Side High School. NRBP's role as policy advocate for business interests in the Newark region is resulting in meaningful change. While this latter role is often overlooked, I'll take just a few lines to highlight one example of its importance.

The Northeast Corridor (NEC) between Boston and Washington, D.C. is the nation's premier high-speed rail corridor. Owned by Amtrak and best-known for its service to Washington D.C., the NEC is used extensively by commuter rail lines. New Jersey Transit's service on the NEC carries more than five times the number of passengers than does Amtrak. Yet, Amtrak controls maintenance, signalization and train schedules on the corridor. With a history of underfunding by the federal government and a priority of intercity trains over commuter trains, Amtrak has been unable to adequately address our state's rail concerns. Given the importance of rail service to the economic and environmental welfare of New Jerseyans, as well as the future development of Newark, NRBP has responded with both short and long term strategies.

In the short term, we helped to form a  
*continued on page 4*

## NRBP Highlights of 2006

Thank you for bringing Newark back to your name, proclaimed Newark Municipal Council President Mildred Crump at the NRBP Newark Insiders Forum on October 5.



*Pictured above (l-r): Newark Mayor Cory Booker, Newark Municipal Council President Mildred Crump and Arthur Guida, Director of External Affairs, PSE&G.*

Nearly 300 business leaders left inspired by her words and the enthusiastic remarks of Mayor Cory Booker who spoke about his economic development strategy to assure that business growth comes with jobs for Newark's citizens, his first 100 days in office and the many challenges ahead.

The occasion marked the culmination of many months of work to prepare for the NRBP roll out. A new website, database and way of communicating with members, as well as a re-commitment to delivering on NRBP's pledge to make connections and provide information, were all part of the preparation.

### Events:

NRBP delivered many quality events focusing on a variety of topics and offering members a range of networking formats and venues. A few of the programs stand out:

- Newark Insiders Forums featured Randal Pinkett (the Apprentice), US Attorney Chris Christie and Mayor Cory Booker (also in April while still a candidate). In December, Deputy Mayor for Commerce and Economic Development, Stefan Pryor, will be on hand to talk about the ambitious planning and economic development agenda for the City.
- The annual Museum Dinner recognized Richard Monteilh as Business Administrator. The perennially popular event drew a record audience to honor Monteilh. The ever-challenging golf outing at Roxiticus Golf Club in Mendham

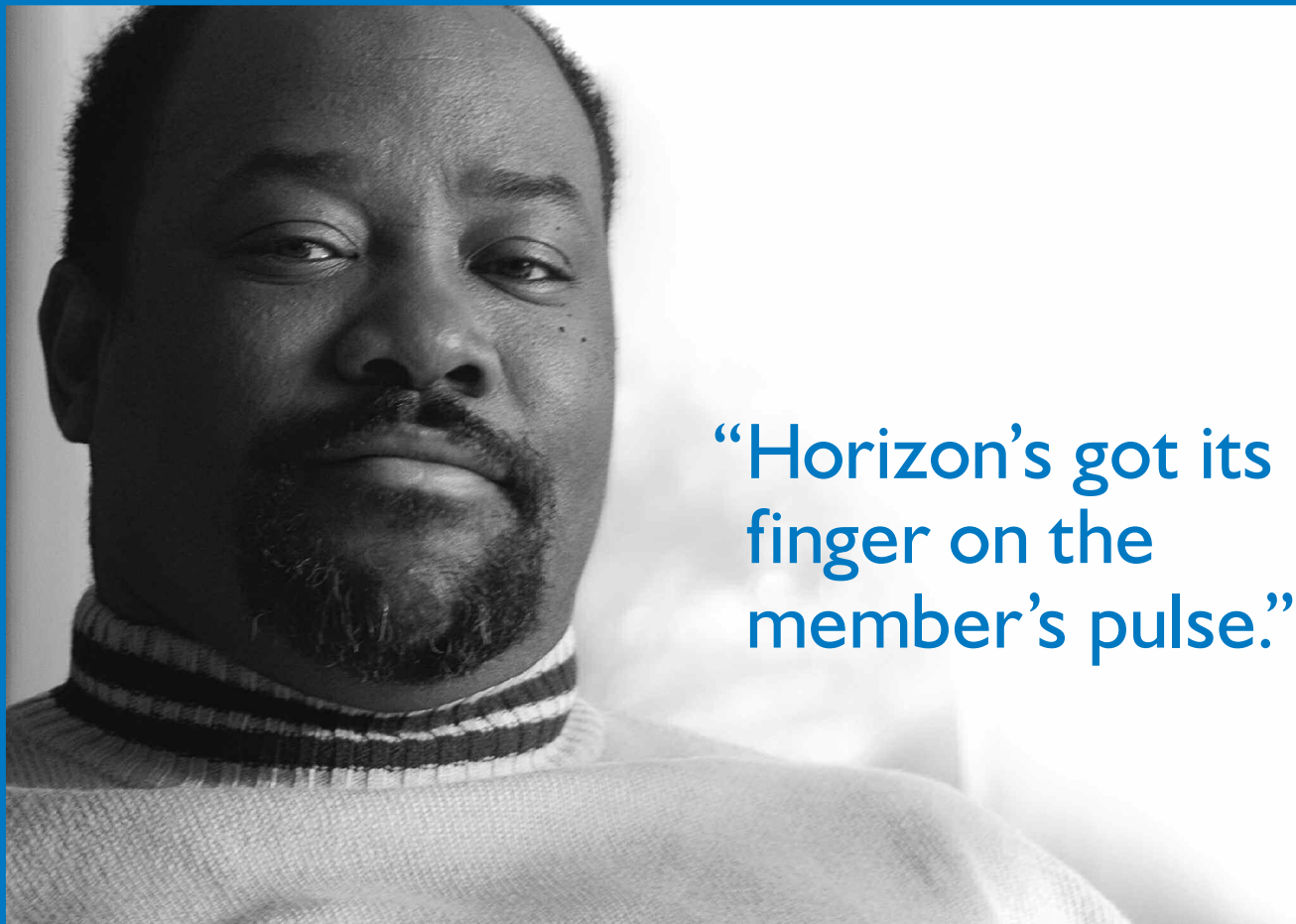
*continued on page 3*

## Inside Connections...

MEMBER CORNER:  
WOMEN IN SUPPORT OF  
THE MILLION MAN  
MARCH

MEMBER NEWS  
NRBP WELCOMES  
NEW MEMBERS

UPCOMING NRBP EVENTS



“Horizon’s got its finger on the member’s pulse.”



“I check my vitals every day. Carolyne is my Horizon nurse and she is always getting on me about doing the right thing at the right time. How often does she call me? It depends on how often I’m bad. I have diabetes and a couple of other medical issues that all require monitoring and this program makes me feel special. It gives me a sense of security in terms of my health and well-being.”

*Kevin Gordon  
Cedar Grove, NJ*

As the state’s leading health insurer our mission is to make health care work for all of our members. Horizon Blue Cross Blue Shield of New Jersey has a 74 year tradition of commitment to the people of New Jersey. We have earned trust over time—meeting member needs and anticipating issues before they become problems.

The Home Monitoring Program is one of many initiatives we are putting in place to keep members healthy through innovative, proactive wellness and prevention services.

Today over 3.2 million people depend on Horizon Blue Cross Blue Shield of New Jersey to make health care work for them, which inspires us to work even harder.

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



Horizon Blue Cross Blue Shield of New Jersey

*Making Healthcare Work.*

# 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](http://www.newarkrbp.org).

**Actuan**  
BUSINESS CONSULTANT  
Talib Morgan  
Newark, NJ  
[www.actuan.com](http://www.actuan.com)

**American Management Association**  
BUSINESS & TRADE ORGANIZATION  
JoAnn Dixon  
West Caldwell, NJ  
[www.amanet.org](http://www.amanet.org)

**Axis D.I. Architecture**  
ARCHITECTS  
Francis Ayo Assaf  
Newark, NJ  
[www.axisdia.com](http://www.axisdia.com)

**Habitat for Humanity Newark, Inc.**  
NON-PROFIT ORGANIZATION  
Hendricks Davis  
Newark, NJ  
[www.habitatnewark.org](http://www.habitatnewark.org)

**International Union of Operating Engineers Local 825**  
BUSINESS & TRADE ORGANIZATION  
Lino Santiago  
Springfield, NJ  
[www.iuoe825.org](http://www.iuoe825.org)

**Management Interventions, Inc.**  
TRANSPORTATION  
Wanda Webster Stansbury  
Princeton, NJ  
[www.managementinterventions.com](http://www.managementinterventions.com)

**Donald M. Karp P.A.**  
LAWYERS  
Donald M. Karp, Esq.  
Newark, NJ

**Rubenstein Associates**  
PUBLIC RELATIONS  
Kathleen McMorrow  
New York, NY  
[www.rubenstein.com](http://www.rubenstein.com)

**SafeGuard Document Destruction, Inc.**  
RECYCLING SERVICES  
Joseph Vitarelli  
North Arlington, NJ  
[www.safeguarddd.com](http://www.safeguarddd.com)

**Symphony Printing Co.**  
PRINTERS/PUBLISHING SERVICES  
Claudia M. Johnson  
Belleville, NJ  
[www.symphonyprinting.com](http://www.symphonyprinting.com)

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

## NRBP STAFF

Chip Hallock  
President & CEO  
973-242-4209

Barbara E. Kauffman  
Executive Vice President  
973-242-4219

Lorraine Gretchen  
Coordinator, Membership Services  
973-242-4228

Marci Steinberg  
Coordinator, Communications & Events  
973-242-4229

Lucy Rocha  
Database Administrator  
973-242-4255

Nikki Drake  
Information Specialist  
973-242-4203

Kim Tedesco  
Accounting  
973-242-4257

## Connections

Vol 1 No. 6 –  
December 2006

Managing Editor –  
Marci Steinberg  
Editors – Chip Hallock,  
Barbara E. Kauffman

973.522.0099

*Connections* is published bi-monthly by the Newark Regional Business Partnership, 744 Broad Street, 26<sup>th</sup> Floor, Newark, NJ 07102-3802

Advertising rates upon request.

Publisher reserves the right to refuse any advertising.

## NRBP Highlights of 06 *(continued from page 1)*

was held on a spectacularly beautiful day, and the August NJ Technology Fast 50 Awards Breakfast drew its largest audience since the tech boom in 2000.

- The Real Estate Market Forecast and Regional Economic Outlook drew crowds to hear Rae Rosen of the Federal Reserve Bank of New York talk about the economy. The Market Forecast also included a panel discussion on revitalizing NJ's older cities including Newark and the Outlook considered how the Governor's Economic Strategy might boost NJ's competitive strength.
- The Eye Opener series offered an inside view to *The Star-Ledger*, Continental Airlines and Prudential. The new series of Brown Bag Lunches offered members with expertise the chance to share their knowledge with fellow members as well as a new way to network.

The year would not be complete without the annual holiday reception that will take place on December 13. Don't miss this opportunity to meet NRBP's Board of Directors and network with fellow members in the festive setting of the 744 Mezzanine.

### Member Services:

The launch of the new website means that NRBP can now offer members special services in the "members only" section and in combination with the new database strengthens the staff's ability to offer services catered to individual needs. This technology will enhance NRBP's ability to provide one-on-one assistance to members, no matter how obscure the inquiry. New this year, NRBP's four councils shared ideas

and helped frame NRBP's policy agenda (transportation priorities for Newark, connections with the new administration, and support for Continental Airlines' bid to provide non-stop service to Shanghai). The programs and events council proposed new formats and venues focusing on networking and building meaningful connections amongst fellow members.

### NRBP in the News:

NRBP has been featured through the year in a variety of publications, most notably *The Star-Ledger*. Several articles appeared following the October announcement of the new name with an overwhelming positive reception.

### Workforce and Community Building:

NRBP members joined forces with the United Way as part of that organization's Lend a Helping Hand week. A dozen members collaborated on a Habitat for Humanity house project in Newark. As part of its support of Communities in Schools/Youthworks program at Westside High School, 18 NRBP members visited with students enrolled in an after school program to learn about the world of work. The presenters benefited as much or more from the experience, and some hired students not only for the summer but also for continued part time employment this fall.

What is in store for 2007? Watch for a soon-to-be released calendar of events, with new event options and continued commitment to serve you by building business for a greater Newark.

## Proponent:<sup>SM</sup> Federal Credit Union

Give employees  
what they  
really want.  
More money.

It doesn't cost a dime for your organization to join Proponent Federal Credit Union – but it's like giving a bonus to your employees. After all, Proponent offers everything a bank does, while charging less fees on mortgages and paying interest on every checking account. Plus, because we're not-for-profit, we pass along our surplus earnings as dividends. Contact us today for a free guide and give your employees their chance to join Proponent.

Call us at 973 338 1133 x203 or visit our new Newark Branch located on the 1st floor of 60 Park Place in the Military Park Building.

### Newark members include:

- International Fidelity Insurance
- Newark Bears
- WBGO
- NJPAC

Knowing you. Knowing how.<sup>SM</sup>



## Fulfilling Our Role as Partner

*continued from page 1*

rail coalition of business groups along the NEC to advocate for increased funding of Amtrak. Although we're still behind in rail investment, we have been successful in securing far more funding than originally proposed in the federal budget. While additional funding is necessary to improve the safety and operation of the NEC, more money alone does not address the long term challenges in a corridor that carries millions of passengers in the nation's most heavily congested area. To address the need for strategic change, NRBP commissioned the Alan M. Voorhees Transportation Center of Rutgers University to develop a NEC Action Plan.

This Action Plan recommends an approach to long-term institutional, operational and financial reforms through a federal-state partnership that ensures continued reliable passenger service along the NEC, accountability for Amtrak's management of and operations on the NEC and recognizes the current and future roles of the states and commuter rail agencies.

Governor Jon Corzine and NJ Department of Transportation Commissioner Kris Kolluri are planning to meet with other states to discuss the NEC plan's recommendations. NRBP is helping to address an issue that is vital to Newark's continued revitalization, the state's economic future and the well-being of cities and people up and down the Northeast Corridor.

This is just another example of what your Newark Regional Business Partnership is all about.

## MEMBER CORNER

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

### WISOMMM, Inc. Women In Support of The Million Man March

#### Why was WISOMMM created?

Women in Support of the Million Man March, Inc. (WISOMMM), a non-profit community-based organization, was created after the Million Man March that took place in Washington, D.C. on October 16, 1995. It was originally formed to be a women's contingent and a means of support to carry out the principles of the march. WISOMMM has continued the spirit and momentum and is committed to serving the community according to the tenets of the March which include faith, empowerment, self-love, self-determination and reunification of the family.

#### What is the mission of WISOMMM?

The mission of WISOMMM is to create, promote and develop educational, cultural, civic and athletic programs in society in an effort to enhance and empower the quality of life for the people in the Greater Newark Community.

#### Where is WISOMMM located?

In January 1997, WISOMMM purchased 53 Lincoln Park, a mansion in Newark's historic Lincoln Park District. The headquarters, known as WISOMMM Mansion, is an 18<sup>th</sup> Century Victorian home registered with the New Jersey Historical Society as an historic landmark. In 2004, WISOMMM embarked on its most ambitious project ever: a second headquarters at the former Presbyterian Church at 15 James Street. Today, this location houses the African American Education, Cultural and Resource Center.

#### How has WISOMMM given back to the Newark Community?

WISOMMM has successfully opened its state-of-the-art holistic child care center under the guidance of Head Start and the Newark Public School District. Each year WISOMMM sponsors an annual back-to-school youth festival, a fun filled event that showcases the talents and aspirations of kids in the greater Newark community. WISOMMM also provides training in computer basics to adults and students in the region.

#### What lies ahead for WISOMMM?

Within the African American Education and Cultural Resource Center, the organization plans to open WISOMMM Event Services, the new for-profit business opportunity. Conveniently located in the heart of Newark's bustling business Renaissance area and Downtown Arts District, the center will provide rental space for performances, small and large conferences, intimate receptions and formal dinners.

**WISOMMM**

For more information about Wisommm, please visit [www.wisommm.org](http://www.wisommm.org)

# MZM Construction & Management Company



## **Certified SBE/WBE/MBE serving The Northern New Jersey and New York Regions**

**We know there are many choices when it is time for you to hire a contractor. When you hire MZM Construction, your choice is a sound one. We deliver by bringing the following aspects to every project we work on:**

### **Integrity**

You can rely on us to keep our word and to follow through to get the job done. Completing jobs on schedule has been one of the many hallmarks of our business since its inception in 1992.

### **Professionalism**

We keep on top of all aspects of the job. This includes administration as well as on-site work. We make sure payments are made in a timely manner and that people and agencies respond to us as needed.

### **Commitment to be the Best**

We pride ourselves on our ability to find, hire and maintain the best people. We seek people who not only take pride in doing a job, but perfecting a job.

### **Problem Solving**

We know that things rarely go as planned. Whether it's severe weather, unanticipated site condition or uncharted territory, we know how to bring the resources together to solve the problem and keep the

**For more information about our services and how we can manage your next project, please call or visit our website.**

**(973) 242-7100**



**WWW.MZMCC.COM**

# Member NEWS



**Anheuser-Busch, Inc.**, has named Timothy Popp Senior Assistant Plant Manager, Newark Brewery. Anheuser-Busch operates 14 breweries, twelve in the United States and two overseas. Tim replaced former NRBPA board member Randy Patton.

Marie Kennedy, Sales Associate at **Coldwell Banker Commercial Feist & Feist Realty Corp.**, has been elected to the board of the Northeastern Economic Developers Association. She was also appointed chairperson of the 2007 Annual Conference, to be held in Atlantic City September 29 through October 2, 2007. She is a past president of the Economic Development Association of NJ, the host for the conference.

For the ninth year in a row, **Continental Airlines** outranked all of its U.S. competitors in international "Business Class" service, according to results of a survey of Conde Nast Traveler readers published in the magazine's October 2006 edition. Continental Airlines is the world's fifth largest airline and the dominant carrier at Newark Liberty International Airport.

**Diversified Capital**, a highly-focused commercial real estate investment and management company, has announced the promotion of Andrea Solomon to vice president of leasing. Ms. Solomon recently held the position of general manager and client care coordinator. Diversified Capital recently purchased 24 Commerce Street in Newark and Ms. Solomon manages leasing for that facility.

The **March of Dimes** congratulates Roger D. Kornberg, PhD, professor of structural biology and medicine at Stanford University School of Medicine and a former March of Dimes grantee, on winning this year's Nobel Prize in Chemistry. Dr. Kornberg has been honored for his studies of transcription, the process in which a cell's genes comprising DNA sequences issue gene messengers in the form of RNA. The March of Dimes supported Dr. Kornberg's work on one aspect of transcription from 1996 through 1998.

**North Jersey Federal Credit Union** has announced the promotion of Maria Alves-Schemetow to Vice President of Marketing. Ms. Alves-Schemetow joined NJFCU in September of 2004 as Marketing Director and was later promoted to Marketing/Operations Director in April of 2005. She will lead, manage, develop and execute the NJFCU marketing and business development strategy.

**PM Workshop, Inc's** website (PMW.net) has been selected as a winner of the 2006 American Graphic Awards. The American Graphic Design Awards are presented by Graphic Design USA Magazine. A list of winners including PMW.net is published in the December 2006 edition.

**Porzio, Bromberg & Newman, P.C.**, one of New Jersey and metropolitan New York's most dynamic and innovative law firms, announced that Joseph G. Dolan has joined the firm as counsel. Mr. Dolan will concentrate his practice in all areas of taxation with an emphasis on estate planning, trust and estate administration, and probate matters as well as trust and estate litigation. He is also a Certified Public Accountant.

**Rutgers-Newark, The State University of New Jersey** has purchased 11 floors of a Newark high-rise at 1 Washington Park to house its business school. The business school, which is currently located a few blocks away, will move to the new building after renovations are completed in about three years.

**St. Philip's Academy (SPA)** will open its new \$21 million LEED (Leadership in Energy and Environmental Design) certified facility, located at 342 Central Avenue, in January 2007. St. Philip's Academy is an independent K-8 school that provides a rigorous and moral education with a holistic approach to capable students from Newark and surrounding towns, regardless of their families' ability to pay tuition.

**United Parcel Service (UPS)**, a global company with one of the most recognized and admired brands in the world, announced the induction of 784 elite drivers into its "Circle of Honor," pushing to 4,202 the total of active drivers who have steered clear of accidents for 25 years or more. "UPS is committed to the safety of all our drivers as well as those with whom we share the roads," said Kevin Strahan, UPS's corporate health and safety manager.

## Leave it to the professionals



### **Brantley Brothers Moving & Storage Co., Inc.**

Commercial • Residential • Int'l & Corporate Relocation

Phone 973.824.9500  
Newark, NJ • [www.brantleybrothers.com](http://www.brantleybrothers.com)

S P E E D



Q U A L I T Y



P R I C E



*Conventional wisdom would suggest picking any two.*

**WE'LL GIVE YOU ALL THREE.**



*Very fast, beautiful, affordable, full-color printing.*

Today, thanks to our new, digital printing process, you can have a small quantity of beautiful, full color documents printed in a remarkably short time.

If you normally have press runs between 500 and 10,000 pieces, we can save you money and time compared to the cost of conventional commercial printing.

Your job will be printed on our five Color Heidelberg® Speedmaster 52 Press. It prints on virtually any sheet and the quality is fantastic.

**Sir Speedy**  
PRINTING • COPYING • DIGITAL NETWORK

**DIGITAL  
QUICKCOLOR**

40 Commerce Street  
Newark, NJ 07102  
973-242-4040 • 1-888-50COLOR  
FAX 973-242-8344  
Email [order@sirspeedynewark.com](mailto:order@sirspeedynewark.com)



# CALENDAR OF EVENTS

## DECEMBER 2006 — JANUARY 2007

**December 6** Newark Insiders Forum

Featuring: Stefan Pryor, Newark Deputy Mayor for Economic Development

**December 13** NRBP Annual Meeting & Holiday Reception

Don't miss this opportunity to celebrate the holidays with NRBP's Board of Directors!

### SAVE THE DATE:

- January 17 Let's Do Lunch
- January 25 Sports Facilities Program
- February 9 Brown Bag Lunch

For more detailed information or to register for NRBP's 2007 events, please visit [www.newarkrbp.org](http://www.newarkrbp.org). Credit cards accepted.

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

**Best wishes for a very happy holiday and new year!**

Presorted Std  
Auto  
US Postage  
PAID  
Newark, NJ 07102  
Permit No. 118

