



RBP
REGIONAL
BUSINESS
PARTNERSHIP

connections

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www.rbp.org

BUILDING BUSINESS FOR A GREATER NEWARK

RBP Councils Introduced

RBP has formed four councils as a way to broaden the member experience and help to accomplish our mission, Building Business for a Greater Newark. Councils will be led by member volunteers, and meet several times a year to fulfill their goals. Watch for a Member Update or email notice inviting you to participate in one of the following councils – Ambassadors, Programs/Events, Business Advocacy or Transportation.

New Brown Bag Lunch & Learn Series

Watch for the schedule of RBP's newest series of programs – Brown Bag Lunch & Learn. These complimentary programs, held in the RBP Conference Center, will feature one-hour presentations on a wide array of useful personal and business topics. In general, the programs will be held on the first Friday of the month but check RBP's Calendar of Events for the exact date, speaker and subject. Bring your own lunch – beverage and dessert is on us.

From the Chairman



The introduction of *Connections*, RBP's semi-monthly newsletter, is a strong symbol of our organization's commitment to provide our members with valuable information and resources. We hope you will find that *Connections* is a useful tool to build business, gain visibility for your firm and learn about RBP's activities.

This year will be an exciting one for RBP. At our December Annual Meeting, members voted to change the organization's name to the NEWARK Regional Business Partnership to underscore our commitment to the city and as a constant reminder of the opportunities available here. The change will take place late in the first quarter and will coincide with the introduction of a new web site that will provide a number of features to enhance your membership.

While this newsletter may serve as one of the most visible communications improvements, the board of directors has also approved a sorely needed investment in computer hardware and membership software that will ensure current information and more frequent contact with our members. We want to learn more about you and your business so that we can add value by connecting you to people and resources that can strengthen your business.

On the program front, we are introducing a series of evening networkers and a series of brown bag lunches to complement our existing "mixers" and provide more opportunities to make connections and gain valuable information. And, interested members will be invited to join one of four councils – Ambassadors, Program, Business Advocacy and Transportation – as a way to become more involved in RBP.

These new offerings, when combined with our existing high quality programs and business advocacy, will make RBP an even more dynamic organization. We appreciate your support and look forward to your participation as *we Build Business for a Greater Newark*.

Robert A. Marino, Chairman
RBP Board of Directors

Inside

2005 HOLIDAY
RECEPTION

MEMBER NEWS

RBP WELCOMES NEW
MEMBERS

UPCOMING RBP
EVENTS

YOUTH WORKS
PROGRAM

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ADVOCACY LEADERSHIP

There are many statewide and national policy issues that affect business success in our region. As a result, RBP is an active organizer and participant in a number of coalitions.

RBP helped to form the *Business Coalition for East Coast Rail*, a group of more than 60 business organizations along the Northeast Corridor that successfully sought federal funding for Amtrak in the FY06 federal budget. RBP will soon release a report that details a long-term strategy to ensure the viability of passenger rail transportation.

Additionally, RBP supports *Platform for Progress*, a State Chamber of Commerce initiative to make New Jersey a more attractive state in which to conduct business, and *Transportation New Jersey*, a fourteen-organization coalition that seeks renewal of the state's Transportation Trust Fund.

MEMBER NEWS

Berkeley College plans to open its Newark Campus on Broad Street in the fall of 2006. The four year, fully accredited college also has campuses in New York City, Paramus, West Paterson, Woodbridge and White Plains.

Cogswell Realty Group, owners of The National Newark Building among other properties, is converting the 37-story building at 1180 Raymond Boulevard into 317 market rate rental apartments that will be available for occupancy in July.

Washington Park Fidelco LLC, a developer of residential, retail, office and industrial properties throughout the East Coast broke ground on a \$20 million dollar building restoration, including a \$3 million lobby addition and renovation at 1 Washington Park.

Greater Newark Holiday Fund, chaired by PSE&G's Art Guida, raised over \$300,000 for families, children and elderly in our extended community who were unable to experience the joy of the holidays due to a great need for financial assistance or services.

McCarter & English, LLP is pleased to announce the following new partners: Steven Beckelman, Frederic Giordano, Eduardo Glas, Gregory Hindy, Sofia Samuel Lipman, Christian Samay, Joseph Scholz.

Proponent Federal Credit Union, a unique institution that offers a full range of financial services, is opening an office in February at 60 Park Place, Newark.

St. Philip's Academy celebrated a remarkable achievement with a groundbreaking ceremony for their new \$20 million state-of-the-art education facility slated to open near the end of the year at 342 Central Avenue in Newark.

The Custom House, designer of custom clothes for men and women, has moved from 33 Halsey Street to 744 Broad Street.

YCS Foundation, a provider of youth consultation services, located at 284 Broadway, Newark, has named Robin Peck and Ruthie Harper Co-Executive Directors.

SMART GROWTH



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2005 Holiday Reception:

A Night of Celebration and Networking



Cynthia Lowden and Shelly Lamberta of SBLI USA Mutual Life Insurance Co., Inc. greet Randy Patton of Anheuser-Busch.



Lee Della Luna, Executive Vice President of Park Tower Associates.

The Regional Business Partnership held the Annual Holiday Reception and Annual Meeting on December 14, 2005 at 744 Broad Street's Mezzanine courtesy of Cogswell Realty Group. Other sponsors included Anheuser-Busch, Horizon Blue Cross Blue Shield of New Jersey, Park Tower Associates, Prudential Financial, and SBLI USA Mutual Life Insurance Company, Inc. Over 200 business leaders from the Newark region enjoyed food, drinks and prizes as RBP Board members connected with members and guests. At the brief annual meeting, members voted to officially become the Newark Regional Business Partnership. The rollout of the new name and logo will take place later in 2006, along with the unveiling of a new website and other exciting and beneficial business opportunities.

WANTED: BUSINESS PEOPLE

Can you spare an hour and a half to talk to kids who want a career in business? RBP invites members to make a 90-minute visit to West Side High School to discuss your industry, your career and the working world with high school sophomores, juniors and seniors who have enrolled in a job readiness program. Small groups of students will interact with business people who will answer questions about their day-to-day responsibilities, training and education, required skills, opportunities for advancement, etc.

West Side is Newark's Business and Finance Institute that prepares high school students to enter the business world. An extension of the formal curriculum, YouthWORKS and WAVE (Work Achievement Values and Education) are voluntary after school programs through which students learn job readiness and employment skills. Upon successful completion of the 40-hour program, students will be placed in summer employment.

Please contact Chip Hallock, President & CEO, RBP (973-242-4209 or challock@rbp.org) to arrange your visit.

An Elegant Evening at The Newark Museum

The Renaissance Newark Foundation, our charitable affiliate that supports business building efforts in Newark, will hold its annual black tie fundraising Reception and Dinner at The Newark Museum on Tuesday evening, March 28. The dinner, sponsored by Verizon, and the reception, co-sponsored by Gibbons, Del Deo, Dolan, Griffinger & Vecchione and Prudential Financial, are designed to maximize networking time with some of Newark's outstanding business leaders.

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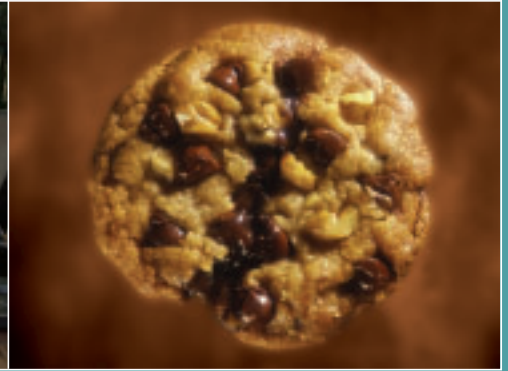
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"We initially joined RBP to get involved in the Renaissance taking place in the Greater Newark area and to expand our business contacts. An added bonus has been the meeting of many new friends. A win/win if there ever was one."

**Bill Pavia, Park
Tower Associates**

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BUILDING GREATNESS!



**Marjorie Perry,
President**

A recognized innovator and role model for women in a non-traditional field, Marjorie Perry's Newark-based company, MZM Construction & Management Company, founded in 1992, has been cited consistently for completing general contracting projects on time and within budget.

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BUILD BUSINESS BY ADVERTISING WITH RBP

RBP is pleased to announce expanded opportunities to spotlight your company name and news. Choices include sponsoring a program and a variety of advertising options. Our "Connections" newsletter provides print advertising, while online options include member updates and our soon to be re-designed website.

Program sponsorship benefits range from name recognition in all announcements to display space at events and complimentary admission for colleagues and clients.

Contact Marci Steinberg for ad opportunities at msteinberg@rbp.org or Barbara E. Kauffman at bkauffman@rbp.org for program sponsorships and sponsorship/advertising packages.

ANNUAL REAL ESTATE MARKET FORECAST

Regional Business Partnership presents its Annual Real Estate Market Forecast on March 2, 2006 from 8:00 – 10:00 a.m. at the Newark Club in Newark. A panel of real estate experts will discuss how developers are breathing new life in Newark and other cities.

Rae Rosen, senior economist and assistant vice president at the Federal Reserve Bank of NY will lead off the discussion with a report on the economy. Rosen notes, "Business and professional employment is picking up regionally and commercial office space is becoming tight in NYC. The New Jersey market looks poised to improve in 2006."

For further information or to register, go to www.rbp.org or call 973-242-4203.

MARK YOUR CALENDARS FEBRUARY – MARCH 2006

- | | |
|-------------|--|
| February 3 | First Friday Brown Bag Lunch and Learn |
| February 9 | Managing the Customer Experience |
| February 16 | Networking After Hours |
| March 2 | Real Estate Market Forecast |
| March 3 | First Friday Brown Bag Lunch and Learn |
| March 9 | Let's Do Lunch |
| March 15 | Networking After Hours |
| March 28 | Annual Museum Reception and Dinner |

Register for RBP events quickly and easily via email. Credit cards accepted. E-mail rbp@rbp.org or call Nikki Drake at 973.242.4203 for more information. Please visit www.rbp.org for event updates, member directory and other important information.

****Event Dates and Topics Subject to Change****

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