



nrbp
NEWARK
REGIONAL
BUSINESS
PARTNERSHIP

connections

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www.newarkrbp.org

BUILDING BUSINESS FOR A GREATER NEWARK

What You Get Is More Than What You See

Attendees at NRBP's frequent and high quality events witness first-hand the value of connections to people and information that makes our organization one of the state's finest business membership groups. Behind the scenes, there is much more going on.

NRBP is involved in a range of initiatives that may not be headline grabbers but are vital to the growth of business and the competitiveness of the Newark region.

In the last several months, those issues include advocacy for:

- A new satellite based air traffic control system (NextGen) that will help alleviate congestion at metropolitan area airports and make flying safer and more convenient. NRBP joined the Port Authority of NY and NJ, Continental Airlines and other leading businesses in the National Alliance to Advance NextGen.
- An upgrade to PSE&G's Susquehanna-Roseland electric transmission line, an essential part of the mid-Atlantic power grid, that will help to ensure safe and reliable electricity for New Jersey's businesses and residents;
- Greater Newark Convention and Visitors Bureau which has undertaken a number of significant visitor attraction initiatives and with our partners in Elizabeth, recently received approval for Urban Enterprise Zone funds to help fund our efforts to create employment and business opportunities in the area of tourism and entertainment;
- A package of bills (New Jersey Economic Stimulus Act of 2009) designed to reinvigorate the state's economy and jumpstart real estate development. A coalition including many of the state's major business groups, with strong support from Sills Cummis' Ted Zangari, worked for months to craft a bill that provides strong financial incentives to spur economic growth especially in cities like Newark.

see *What You Get*, page 5

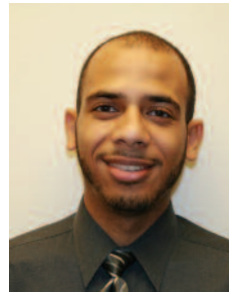
Meet NRBP's Ambassadors

At a recent meeting, NRBP's Ambassador Council convened to discuss strategies for greeting members at events. Ambassadors extend the NRBP staff's "business concierge" efforts to help ensure that NRBP holds true to its promise to make connections and provide information. At all events, ambassadors talk with attendees to identify their goals and make introductions to others. NRBP staff are dedicated to providing one-on-one assistance, and the Ambassadors expand the potential to reach as many members as possible.

Sherri Winters, owner of **One Source Solutions** and a member of the NRBP Board, chairs the Council. Said Winters, "this is not about selling my company. I know that by helping others, I am carrying out NRBP's mission to build business for a Greater Newark. By taking the first step to provide referrals and introductions, I benefit because we build a trusted relationship. When there is a need for graphic design/printing, One Source Solutions is the company they call."



Sherri Winters
One Source Solutions



Shady Ahmed
Hampton Inn & Suites



Faith Baum
Illumination Arts LLC



Christopher Byrnes
Hilton Newark Penn Station



Joe Casale
Newark Public Library



Dawn Castro
All-Ways Advertising
see *Ambassadors*, page 3

Inside Connections...

MEMBER CORNER:
SAIBER, LLC: USING
MEDIATION TO RESOLVE
BUSINESS DISPUTES

MEMBER NEWS
NRBP WELCOMES
NEW MEMBERS

UPCOMING NRBP EVENTS



Horizon Blue Cross Blue Shield of New Jersey interviews Nancy Healey, Executive Director of Susan G. Komen for the Cure Central and South Jersey Affiliate.

Q: How prevalent is breast cancer for women?

NH: One in eight women will be diagnosed with breast cancer in their lifetime. And while there is a lot of information about high risk factors, less than 10% of all breast cancer patients have those risk factors.

“My responsibility is to find the best health care at the lowest cost for the women of this office.”

Q: What should they know about health care?

NH: Just that you can't ever underestimate the impact of having a life-threatening disease because usually there is no preparation or warning for it. Having health care in place makes all of the difference in the world. Not only does it

ensure good doctors are there for you to help save your life, but it eliminates a lot of the stress of your diagnosis.

Q: What is your health insurance? And why?

NH: Well, clearly my responsibility is to find the best health care at the lowest cost for the women of this office. I work with a broker who helps me look at different plans, and he submits a wide variety of different plans and different options, and it has been Horizon Blue Cross Blue Shield every time.

Q: What do you think of Horizon BCBSNJ as an organization?

NH: Their core values are perfectly in alignment with our core values here at Komen – to empower women, to provide adequate healthcare for every woman, to really ensure wellness for women.

For businesses across the state, Horizon Blue Cross Blue Shield of New Jersey is the plan of choice. To find out more, call your broker or visit www.MakingHealthcareWork.com.

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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.

Fletcher Thompson

ARCHITECTS

Alan J. Horwitz

Somerset, NJ

www.fletcherthompson.com

Foundation Title, LLC

INSURANCE

Daniel J. Merlino

Morristown, NJ

www.foundationtitle.com

MOMPOU Tapas Wine Bar & Lounge

RESTAURANT

Steve Yglesias

Newark, NJ

www.mompoutapas.com

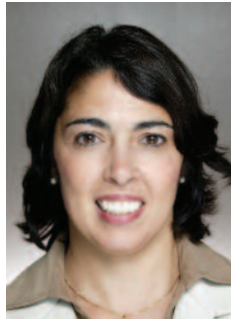
For membership details, please contact Lorraine Gretchen, Membership Services Coordinator at (973) 242-4228.

Ambassadors *(continued from page 1)*



Eric Dann

Enterprise Fleet Services



Vivian DiStaso

*New Jersey
Law Journal*



Kevin Foushee

City National Bank



Holly Gauthier

*Newark Beth Israel
Medical Center*



Sally Glick

Sobel & Co., LLC



Caryl Bixon-Gordon

Caryl Communications



Paul Gourhan

PMW.NET



Stan Holland

Berkeley College



Lee Johnson

Symphony Printing



Catherine Kane

Rosenberg & Associates



Tony Locarro

*Birdsall Services
Group, Inc.*



Joe Maltais

Aerotek, Inc.

see Ambassadors, page 7

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973-242-4219

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973-242-4228

Marci Steinberg
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Communications &
Events
973-242-4229

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973-242-4257

Connections

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MEMBER CORNER

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Using Mediation to Resolve Business Disputes

By Agnes I. Rymer, Partner, Saiber LLC

Disputes are an inevitable part of doing business. The prospect of a lawsuit for either party is daunting in the best economic environments, but in the current climate, it is particularly challenging. In this column, Ms. Rymer discusses how mediation can be used to resolve business disputes quickly and inexpensively. For further information, please visit www.saiber.com.

Q. What is mediation?

A. Mediation is a process for resolving disputes. Through mediation, a neutral party (the mediator) facilitates discussion between the disputing parties to seek an amicable resolution.

Q. How does mediation compare with litigation?

A. Mediation is an informal process that assists the parties in resolving disputes by agreement. A mediator has no authority to decide the dispute. Litigation is a formal process. If the parties do not make a settlement, a judge or jury will ultimately decide the dispute. Generally, mediation is far less expensive and time-consuming than litigation.

Q. Are mediation and litigation ever used together?

A. Often. Courts use mediation as a way to end litigation. In New Jersey state courts, most civil cases are referred to mediation with a trained mediator soon after the case begins. The parties are required to participate in good faith for one hour of mediation, and the trained mediators are required to provide that time free of charge. If a case does not resolve early on, mediation may be attempted again at the end of the case, after the parties have exchanged information through "discovery."

Q. Is mediation useful to resolve business disputes?

A. Absolutely. Mediation of business disputes is most effective if business persons attend – not just lawyers. Persons running businesses are particularly well-equipped to find solutions to problems that save time and lawyers' fees that would otherwise be spent on litigation.

Q. Do mediators have to be lawyers?

A. No, but it is helpful to have a lawyer as a mediator if a legal dispute is involved. A lawyer's familiarity with the law and the litigation process assists the parties in evaluating the likely cost and outcome of their dispute if they do not resolve it amicably.

Q. How can I find a trained mediator?

A. Many law firms, including Saiber LLC, offer mediation services as part of alternate dispute resolution practices. The New Jersey judiciary website (<http://www.judiciary.state.nj.us/>) contains a list of mediators, by county, who are eligible to mediate state court cases.

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Member NEWS

Caryl Communications, a public relations and marketing agency handling press releases, newsletters, special events, advertising, brochures, and direct mail, has moved to 40 Eisenhower Drive, Suite 203, Paramus, NJ.

Gateway Group One, a provider of customer care and security services, has appointed Doug Goode as vice president of strategic business development. Mr. Goode is a 30-year veteran of the private security sector.

Hopkins, Sampson and Brown Real Estate Advisory Services, LLC announced that Dale Caldwell, former deputy commissioner of the New Jersey Department of Community Affairs (DCA), has joined the firm as senior vice president.

Jewish Vocational Service (JVS), a not-for-profit agency that provides New Jersey businesses with grant and privately funded employee training is celebrating 70 years of service to the state's businesses and residents. JVS serves over 18,000 individuals annually with career counseling, job placement assistance and other services.

KS Engineers, P.C.'s vice president of business development, Eileen Della Volle, received the marketing achievement award at the New York Chapter for the Society of Marketing Professionals' annual awards dinner. Ms. Della Volle works with state, local, and private agencies to develop relationships with business and community leaders.

Porzio, Bromberg & Newman P.C. announced that Brett S. Moore and Eric L. Probst have been promoted to principal and Anthony R. Ruscigno to counsel.

Sills Cummis & Gross PC announced that David L. Cook has joined the firm as counsel to the firm's litigation practice group. Mr. Cook worked as an assistant to the counsel to the president in the White House.

International commercial real estate services firm **Studley** announced that J. Thomas Glerum, a commercial real estate professional, has joined the firm as a senior managing director. Mr. Glerum will be based in Studley's central New Jersey office and will specialize in corporate representation.

WBGO-FM (88.3) won four national awards from Public Radio News Directors Inc. in the following categories: Call-In Program, Spot News, News/Public Affairs Program, and Interview.

WISS and Company, LLP announced that Alexander J. Narcise has been promoted to partner. Mr. Narcise is a member of the firm's accounting and auditing practice.

YouthBuild Newark, a Newark-based non-profit, was awarded a \$5 million grant from the U.S. Department of Labor. Much of the money will go toward job training and related support for teenagers who have been in the juvenile justice system.

To submit your organization's member news, please send an email to msteinberg@newarkrbp.org

What You Get *(continued from page 1)*

There are many more issues around which NRBPs Board of Directors is taking and planning action. Funding for transportation infrastructure; building upon the success of the Prudential Center for downtown; and uncovering discounts and services that will provide bottom line benefits for our members are all active items on our "to do" list. We thank you for your support and look forward to helping you improve your opportunities for business success.

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Ambassadors *(continued from page 3)*

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Mark Schoenberg
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Aimee Schenkel
Language Directions



Jillian Smith
Print Tech



Andrea Solomon
Diversified Capital



Manny Yglesias
Meiga Boutique

CALENDAR OF EVENTS

OCTOBER — NOVEMBER 2009

- October 1 Newark Insiders Forum:
Why Companies Are Relocating to
New Jersey's Largest City
- October 9 Brown Bag Lunch: Cost Effective
Alternative Dispute Resolution
- October 14 Regional Economic Outlook
- October 27 Eye Opener
- November 5 Let's Do Lunch
- November 23 Transportation Symposium

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

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

If you are interested in sponsoring an event in 2009,
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send an e-mail to bkauffman@newarkrbp.org

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