Ivied Halls of College Learn the Ups and Down of Recession

By Rod Hirsch

Though there are small chinks in the ivy-covered towers of higher learning, there is no imminent danger of collapse. Make no mistake, however, education is not recession-proof and life on campus has changed dramatically as the down economy continues to erode sources of financing.

From wide-eyed freshmen and grizzled old professors to bottom-line administrators and quality-conscious deans, the challenges are everywhere – in the admissions office, the science lab, the campus bookstore and the financial aid office.

Money is scarce. Parents are out of work, savings have dwindled or been diverted for mortgage payments, students are unable to find part-time work and college endowment funds invested heavily in the stock market have shrunk.

In addition, New Jersey faces a $1 billion budget shortfall and aid to education is almost certain to be cut once again.

On the upside, local universities report that state and federal aid in the form of student loans has remained relatively stable, enrollments are on the increase and endowment funds have begun to recover. In addition, course offerings have expanded to accommodate the needs of both students looking to retrain for a second career and the business community. Administrators have become more aggressive digging up grants and aid from the private and public sectors, and colleges more often are seeking partnerships with private industry.

“Roughly 38 percent of our students study off campus,” said Sister Frances Raferty, president of The College of Saint Elizabeth. “Those in our nursing program go to the hospitals, Trinitas (and) Morristown; our health care management students go to Novartis; our education majors go out to the schools. Traditionally, you think of your students coming in through the front gate but in truth the college is everywhere.”

“We’ve been very aggressive on cutting back costs of utilities over the years,” said Steve Bolyai, vice president of administration and finance at William Paterson University, which saved $10 million in utility costs over the past five years. “We’ve been very successful getting public and government grants to make our buildings more energy efficient. We’re very aggressive looking for alternate sources of money to run the university.”

The school has signed a contract with a private company to install the largest solar panel system on any college campus in the country which then will provide 25 percent of the school’s total energy. The public/private partnership agreement guarantees a fixed-rate on electricity for the next 15 years.

“This has happened to institutions before,” said Sister Francis. “We’ve been here since 1899 and there have been ebbs and flows. It’s how you handle it. It forces you to look at what is really essential.”

Bolyai agreed.

“It’s made us look at our operations more closely because for the past decade-plus we’ve had a steady reduction in state appropriations,” he said. “We’re accustomed to those cuts so we’ve adjusted our operations and look at alternatives other than relying solely on state appropriations.”

The recession has had some upsides for the state’s colleges and universities. To cut down on costs more students are staying closer to home. Travel costs are less and

Federal Funds Bring Local Improvements

By Gina Diorio

When Congress passed the $787 billion American Recovery and Reinvestment Act stimulus bill last February, hopes among supporters ranged from job creation and infrastructure improvements to increased energy independence and income tax relief.

“First and foremost, this package is going to help start creating and saving jobs in our state,” New Jersey Sen. Robert Menendez said at the time, adding that the benefits of the stimulus bill “include assisting cities and towns with energy efficiency.”

Fellow New Jersey Sen. Frank Lautenberg highlighted transportation infrastructure, noting, “Not only will this package serve as an engine for job creation, but these investments will pay off in the years to come by reducing congestion on our roads and providing new, energy-efficient options for travelers.”

Sounding a more cautious note, the office of U.S. Rep. Rodney Frelinghuysen (R-11) noted that while the funding was labeled “an infrastructure investment plan … only $46 billion, or 6 percent, will go to ‘shovel-ready’ road, bridge and tunnel projects.” Of the billions approved, Frelinghuysen pointed to the Congressional Budget Office’s prediction that less than half “can actually be spent in the next two years” and has served as a watchdog over that spending since the bill’s passage.
Chip’s Tips  Insights and ideas for individuals and companies striving to achieve revenue targets

Sales Professionals, Start Climbing Again!

By Chip Reichhard

Base Camper vs. Climber Mentality

When the economy took a nosedive, most sales professionals quickly responded in one of two ways.

There were those who lost confidence and basically hunkered down, hoping to wait out the recession. They adopted a "base camp" mentality, wanting only to hold on to what business they had until the weather cleared and they could start their ascent again.

The second group, more optimistically, chose to forge on and actually grow their business, whatever it took. They continued their "climb to the summit," though with varying degrees of success. Even otherwise outstanding performers sometimes suffered setbacks.

Now that the economy is showing signs of recovery — a recovery that could take years — both groups find that they have at least one thing in common. They will almost certainly be operating with fewer resources for some time to come. This is a challenge they need to confront and surmount. But for sales professionals who can make the proper adjustments, opportunities abound.

It’s time for "base campers" to break camp and join the "climbers" on the trek to the top.

This is an exciting time, but the trek is going to be a tough one. Progress for most of us will be slow. It will be measured in increments, but it will be progress all the same.

Three Suggestions for adjusting to the new reality

Here are three suggestions for adjusting to the new realities of operating with fewer resources:

1. Devise more effective ways to identify and qualify prospects; work smarter not harder.
2. Implement more efficient ways of developing opportunities and bringing them to closure; streamline your process by using best practices.
3. Strengthen existing customer relationships and reconnect with ones who have drifted away.

These probably sound like little things but, as the old song says, little things mean a lot. And that’s never been truer than now. That’s also why it is important to manage your expectations and set small but reachable goals.

Let’s say, for example, you could find just one thing that would improve your performance a mere 2 percent this month, such as:

• Making one extra prospecting call per day;
• Asking every client for a referral; or
• Reconnecting with one former-customer who has drifted away.

These are not huge additions to your workday. They’re very doable. And applied consistently over time, they earn compound interest.

You do the math: a 2 percent increase in performance and productivity each month yields an increase of some 27 percent in 12 months. That’s 60 percent in two years and in three years, 100 percent.

Of course, adopting such a program takes desire, discipline and determination. This is especially true in the face of adversity, and we’ve all gotten a taste of adversity over the last year.

But adversity is what separates those who enjoy the thrill of reaching the summit from those who pack up their tents and head back down the mountain — or stay in their base camps. The path — where there is one — will be steep and rocky, but the view from the top will be awe-inspiring.

Enjoy the climb!

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Chip Reichhard is a sales force development expert who builds high performance sales teams through training and coaching. Chip runs Sandler Training in Boonton Township, NJ. He can be reached at chipr@sandler.com or 973-334-6190 or by visiting www.apex.sandler.com.
Federal Funds Bring Local Improvements

(Continued from page 1)

As less than one year has passed since stimulus money was first earmarked for Morris County infrastructure improvement work, it likely is too early to evaluate the success or failure of that spending. Yet with 2010 just around the corner, what is the status of federal stimulus spending in Morris County? Have any “shovel-ready” projects been moved to the completed column? Are additional projects now in the works? Finally, are the people and businesses of Morris County actually benefiting from the legislation?

Each time residents and business drivers of Morris County drive the recently repaved Mendham Road, they are riding on stimulus spending. According to Steve Hammond, director of public works and county engineer for Morris County, the condition of the paving on the road had deteriorated to the point that repaving was a necessity. With federal stimulus dollars the project, estimated at near $400,000, recently was completed at no cost to the county.

The Mendham Road project is just one of several authorized transportation projects in the county but the only one that has been finished to date. In all, $8.2 million federal stimulus dollars have been slated for county transportation projects. These include paving seven segments of roadway scattered throughout the county and installing three traffic signals in different locations. Of the projects still to be completed, four are currently out to bid while the remaining will be put to bid in 2010.

The largest stimulus-supported transportation project in the works in the county is the rehabilitation of the Chester Branch Railroad, a four-mile strip of active freight rail in Roxbury Township. In February the county applied for $5.8 million in federal stimulus funds for the project, but in order for those funds to be made available, project authorization by the Federal Highway Administration (FHA) was required.

That authorization was recently secured, meaning action can now be taken to solicit bids for the work, said Frank Pinto, director of the Morris County Department of Planning and Development.

According to Pinto, the rehabilitation of the railroad — whose condition he describes as “deplorable” and “unsafe” — will offer a legitimate alternative to truck deliveries, thereby reducing heavy traffic on roadways. In addition, restoring the rail line holds promise for business expansion in the county, as some companies specifically look for freight rail services when determining where to locate business operations, according to Pinto.

Transportation is not the only area standing to benefit from stimulus spending. According to Hammond, Morris County has been awarded a $4.2 million block grant from the Department of Energy (DOE) to implement energy efficiency improvements. Just recently, the county filed a strategy plan with the DOE, which Hammond is optimistic will be approved.

The three areas the county is targeting for energy efficiency improvements are recycling, transportation and building improvements.

“We’re looking at marketing the county’s mandatory recycling program and improving recycling containers,” Hammond said. “(And we’re) looking at doing a mass transit awareness campaign [to] reduce vehicle emissions on the roads.”

Energy audits on some county buildings also are on the planning board. Whether or not these projects are covered completely by federal funding, however, depends on the final costs.

From roads to recycling and from traffic lights to mass transit, millions in federal stimulus money is making its way to Morris County. While some concerns over the package may prove legitimate (as of early December, less than a third had been spent), the benefits to Morris County in the form of infrastructure improvements and energy enhancements so far are concrete.
Ivied Halls of College Learn

(Continued from page 1)

there are additional incentives – in-state scholarships, for example. That has increased applications and enrollments at colleges throughout New Jersey.

Traditionally a lower-cost alternative for freshmen and sophomore students, New Jersey’s two-year community colleges have seen a dramatic spike upward in applications and enrollments, according to Edward Yaw, president of Morris County Community College.

“

The economy has had an impact on the college in terms of enrollment,” he said. “We’re up 5 percent this past year over last fall…More and more people are looking to the community college as a cost-effective way of beginning the collegiate experience.”

Jonathan Wexler, vice president of enrollment management at Fairleigh Dickinson University, said FDU also is experiencing an increase in visits from potential students. This year enrollment went up 21 percent overall and the school enrolled its largest freshmen class ever on its two campuses in Teaneck and Madison. Fall applications are up 50 percent.

“We’re seeing more New Jersey students staying in state,” Wexler said. “Evidently, the Millenium Generation doesn’t want to go too far away from home. I think it all started two years ago with high gas prices. They didn’t travel as far to look at other campuses.”

The recession also has created a new and growing class of student. College administrators are encouraged by the increasing numbers of adults returning to school, many out of necessity. Having lost their jobs, many are looking to reinvent themselves, hoping to pursue new avenues of employment.

“Among those students who are coming to us are a number of people looking to change careers, adults looking to develop new skills so they can find jobs,” Yaw said. “In just the fall semester we equaled the total from the previous year and we expect that again.”

“We are seeing more adults come back and investigate their options,” Wexler added, pointing to nursing and education. “They are preparing themselves to be better positioned when the economy gets better.”

The College of St. Elizabeth also has seen heightened interest from adults who are considering graduate work in education. In 2008-09 enrollment in accelerated accreditation for teaching grew by 33 percent while the whole graduate program grew by just 2.5 percent.

“There has been a move on the part of adults to prepare themselves to move in another life direction,” said Sister Francis. “You begin to see people at the corporate level begin to think about careers they’d always wanted to follow and never did…We even see men applying for programs in food and nutrition.”

At William Paterson trends are toward business and practicality. The school offers an undergraduate degree program in professional sales, the only one of its kind in the country, according to Bolyai.

“When these students graduate, they’re getting multiple offers,” he said. “Our College of Business has professional programs that really reach out to the business community. We have a business advisory board, with business leaders that talk to our staff and tell them what the business community needs.”

The school also has a trading floor with a big board and real-time stock quotes where students are able to train as brokers and traders and where they can compete against one another growing the value of portfolios.

The school has a Continuing Education Professional Development Office that has been awarded numerous grants from the state and private companies to train employees and the Center for Closely Held Business, funded by private donors, which provides expert resources for people who have family-owned businesses and offers training seminars and other activities.

“I’m kind of encouraged looking ahead, but what concerns me is the job market,” said Sister Raftery. “That’s where people live, make their contributions, where families get their energy to move ahead…When they have to deal with such basic needs, we can’t skip over that.”

Nevertheless the realities of the current economy cannot be totally staved off. Yaw said a tuition increase next year is possible, in part due to an expected reduction in both state and county funding.

“It’s not something we want and we’d do it reluctantly but if we want to maintain quality…” he said.
PSE&G
Putting Reliability First

Maintaining the world-class reliability of the electric infrastructure in New Jersey requires more than the hard work of those who operate and maintain the wires and poles in neighborhoods throughout the state. It takes the efforts of technicians, engineers and regional system planners who operate and maintain high-voltage transmission lines.

One of their most important jobs is to determine the need for new lines in the coming years and to do so in time to ensure power is available when needed. New Jersey imports about 25 percent of the energy used by its residents and businesses, so the state is dependent on interstate high-voltage lines to keep the lights on.

PSE&G is working with the Board of Public Utilities and others to gain the necessary approvals to construct the Susquehanna-Roseland line. This line needs to be completed by 2012 to maintain the reliability customers expect and need, averting blackouts and brownouts. PSE&E has worked to minimize the impact of the line on local residents and the environment by choosing a path on which the utility already operates a high-voltage transmission line, and by using management practices that will minimize construction impacts.

While PSE&G strives to keep its commitment to New Jersey to maintain a highly reliable grid, the utility is also working with congressional leaders in Washington, D.C. to develop a transmission policy that avoids special subsidies for an unnecessary and very costly transmission superhighway from Midwestern wind farms more than 1,200 miles away.

These lines are not needed to keep the lights on, but are an attempt to subsidize Midwestern wind development and to transport that wind power out of the Midwest. PSE&G is supporting a transmission policy that gives fair treatment to renewable power here in New Jersey, such as off-shore wind and solar energy, which requires very little new transmission since it is located right off the state's coastline and on its rooftops.

In a state as densely populated as New Jersey, constructing a new transmission line is an enormous challenge. PSE&G does so to meet the electric reliability needs upon which the New Jersey economy and welfare are so dependent. The utility’s commitment is to build when it is absolutely needed and to avoid unnecessary new lines when we have viable alternatives right here in New Jersey’s backyard.

Public Service Electric and Gas Company (PSE&G) is New Jersey’s oldest and largest regulated gas and electric delivery utility, serving nearly three-quarters of the state’s population. PSE&G is the winner of the ReliabilityOne National Achievement Award for superior electric system reliability. PSE&G is a subsidiary of Public Service Enterprise Group Incorporated (PSEG) (NYSE:PEG), a diversified energy company (www.pseg.com).

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Building a transmission line is an enormous challenge...to meet the needs upon which New Jersey’s economy and welfare are so dependent.
The Cutting Edge ...  
Challenging a Challenging Year

This has been a challenging year for the members of the Morris County Chamber of Commerce and the business community as a whole. The anemic demand for goods and services required that you reduce expenditures while often having to provide even more value to keep your customers. You’ve had to squeeze more productivity from a leaner workforce.

Few organizations have been spared. Our larger Morris County community took a direct hit, a square shot to the jaw with statewide unemployment reaching 10 percent. Weaker tax revenues at all levels of government put more pressure on property taxes.

The Chamber did not sit on the sidelines and hope for the best. We rolled up our sleeves in four specific ways to be creative in assisting you and the community through this economic tsunami.

First, we worked with our members to customize a program to help them meet their organizational objectives. We made scores of introductions that created new business opportunities for today and forged relationships that will deliver benefits into the future.

Our attention to the specific needs of our members helped them overcome barriers, speed decision-making and find alternative suppliers, saving them dollars. As we reached out to ask how we could help, we learned more about our members and their businesses, resulting in higher quality relationships.

Second, our professional development programs zeroed in on issues that are central to organizational success: improving sales skills; understanding social media and how to uncover new prospects; creative communications and marketing techniques that can deliver results. We even helped members understand the property tax appeal system so they could assess the fairness of their property tax bills and file appeals as appropriate.

Several of our committees offered excellent seminars on financial planning, federal and state tax changes impacting businesses and other “must know” information for our members.

Third, in the public policy arena we addressed the high cost of energy in New Jersey and engaged in the health care debate to protect employer-sponsored health care programs. Governor-elect Chris Christie was the keynote speaker at our January Annual Meeting Luncheon and we recently met with his transition team leader to discuss several key business concerns.

We met with numerous public officials to stress the challenges of doing business in New Jersey and offered case studies of the specific problems our members are experiencing. Through our Morris Economic Development Corporation we helped companies through the permit process and provided expertise on obtaining state grants for job creation.

In partnership with the Morris County Freeholders we visited with major employers in the county to offer our assistance and signal our appreciation for the jobs provided to thousands of our citizens. This birthed specific requests for assistance in the areas of job training, county road improvements and other matters.

Finally, we took the community’s temperature and responded to a variety of recession-induced maladies by strengthening our partnerships with the nonprofit and business sectors to respond to the needs of our military families, the unemployed and others seeking food, shelter and medical attention.

We delivered on our commitment to the troops and their families through our assistance to the National Guard, the March for Military Families and Operation Appreciation. Chamber members and the community raised more than $50,000 for these programs. The Chamber also worked to provide more value to the nonprofit community as they dealt with an onslaught of human services needs.

Despite the historic economic downturn of the last 18 months, we have much to be thankful for in Morris County. I am more convinced than ever that we are all connected in more ways than we think. We celebrate the success and good fortune of individuals and specific organizations while also understanding that the vitality of our community results from our collective efforts to create a rising tide that will lift even more boats in 2010.

Thank you for your support and let’s do great things together in the New Year.

Paul Boudreau -
President Morris County Chamber of Commerce

Government Affairs...

Health Care Choice Promotes Jobs

By Alan Zakin

The healthcare debate has dominated the headlines as unemployment has reached levels not seen in decades. Balancing the cost of mandates with the flexibility of choice is at the center of the health care debate.

H.R. 3962, The Affordable Health Care for America Act, was passed by the House in November. The bill was created to provide affordable, quality healthcare for Americans while reducing the growth in healthcare spending. There are several different companion versions of the bill awaiting passage in the Senate. The House version includes a government-run insurance plan, known as the public option which may not survive the reconciled version that is likely to pass in the Senate.

Democrat New Jersey Rep. Frank Pallone, Jr., chairman of the House Energy & Commerce Subcommittee of Health, supported the house version, as he believes it will expand health insurance coverage for Americans and promote wellness while instituting necessary insurance market reforms. Pallone debated the historic health reform bill by stating, “The Affordable Health Care Act will mark history with real reforms in the successful tradition of the Medicare, Social Security and the GI Bill. But more important than the history books are what the reforms will do for nearly every American.”

Conversely, New Jersey Republican Rep. Rodney Frelinghuysen points out the negative outcomes that may be a direct result of the health care reform. The congressman noted that the creation of a government-run insurance program could cause as many as 114 million Americans to lose their current insurance coverage.

The bill will cost trillions in federal spending, which will only exacerbate the current deficit and will lead to higher taxes on individuals and small businesses. After meeting with thousands of New Jersey residents to discuss the pending bill, Frelinghuysen found that, “They are worried about how this massive bill – over 1,900 pages long – will affect their doctor-patient relationship, their personal care and their ability to afford health insurance.”

The Morris County Chamber of Commerce has communicated with key policy makers about the importance of health care reform to our members. We support the provisions of the bill which will lead to lower health care costs, increased coverage and a higher quality of care. However, we are concerned about penalties and new taxes that will result from the bill.

Health care reform should create a national all-inclusive system that allows individuals and businesses from all over the country to enroll. It should also facilitate improved pooling mechanisms, choice and competition. For example, our organization should be able to offer a health plan to member companies at a group rate and we should have the opportunity to consider plans from other states.

Many businesses struggle with the high cost of providing health benefits to their employees. The New Jersey Chamber of Commerce and the New Jersey Business & Industry Association have played major roles in representing businesses across the state on this issue. They have rightly pointed out that in order to increase the number of people with health insurance there needs to be more affordable basic health care plans offered, improved quality and an improved tax system. We agree that the state should grant employers in the regulated market more flexibility in designing their own health care plans.

Unfundled government mandates for health care, like all unfunded mandates, increase costs to the end-consumer and make New Jersey less competitive with our neighbors.

The Morris County Chamber of Commerce Government Affairs Committee takes positions on issues that affect business in New Jersey. We will continue to promote a pro-business agenda in Trenton and Morris County. Governor-Elect Christie has appeared before our organization on several occasions, and has indicated an interest in continuing to participate.

Our regular meetings are held the third Wednesday of each month at 8:00 a.m.

Alan J. Zakin, Esq. is Chairman of the Morris County Chamber of Commerce Government Affairs Committee. Principal of Alan Zakin Associates, Marketing. Community Relations and Government Affairs, Florham Park, Nj. and can be reached at 973 966 5544 or azakinconsult@msn.com.
Innovation and Partnership Help Nonprofits Brave Recession

By Ellen Emr

A former corporate manager walks into a room stocked with shelves of food. He’s been laid off and can’t get a new job. He has run out of benefits and has a family to support, mouths to feed and his health insurance has elapsed. He doesn’t want anyone he knows to see him while he shops at the Inter-Faith Food Pantry, then goes home and applies to the Medical Needs Foundation to fund his wife’s surgery.

A small business owner, a restaurateur, is located down the street from the local theater or museum. When there’s an event, business is booming. Now the Arts Council of the Morris Area has lost funding. The museum must shorten its hours and the restaurant’s business slows.

In this extraordinary economic downturn, there is a quiet crisis in the nonprofit sector – the dependable “go to” source for the safety net for Americans in need or the provider of the quality of our lives. Charitable organizations are facing unprecedented needs for their services while revenue sources are diminished as wealth evaporates.

To paraphrase the book Six Degrees of Separation, we are learning that there’s a thin line of separation between the nonprofit and the for-profit community. Nonprofit employees represent 11 percent of the American workforce and the sector constitutes 5 percent of the Gross Domestic Product.

There is a synergistic relationship between the two sectors, with the nonprofit community partnering with business in seeking ways to help fulfill both the community relations missions of businesses as well as their own. Many in the for-profit community realize that contributing to a healthy community is fundamental to business growth.

Yet more than ever, nonprofit organizations are challenged to seek new collaborations and create innovative ways to raise money, such as internet fundraising or joint galas.

The collaborations are growing. Union Center Bank assists nonprofits through its new Affinity Program that donates to specific nonprofit customers for each new account the nonprofit brings in. The bank also provides advertising opportunities for the charity.

MyLimo will donate to the NJ Foundation for the Blind for every ride booked on behalf of the foundation. A force multiplier for charities may be for a nonprofit gala of one organization to offer the Limo rides to the event with fundraising benefiting both organizations. Corporate sponsorship of Arts Council events stimulates the arts and also the secondary economy dependent on the arts.

Some help comes the old fashioned way – through Morris County residents and businesses coming together in challenging times and stepping up to the plate. The former manager who is new to the Inter-Faith Food Pantry is the beneficiary of a wellspring of support from houses of worship, businesses, schools, scouts troops, PBAs, municipal workers and countless other community groups dedicated to making sure that no one goes hungry in Morris County. The 52 percent increase in demand from ’07 has been met with an outpouring of energy and support.

The Jersey Battered Women’s Shelter remains committed to its mission in an environment which stresses families, often resulting in increased domestic violence.

The NJ Foundation for the Blind is the only comprehensive, non-residential vision rehabilitation program in New Jersey. The foundation is utilizing their assets by leasing unused space in their building. Family Service continues to provide counseling through a loyal donor base and business partners who donate their skills and resources.

Morris Habitat for Humanity has combined good business practices with charitable activities by creating the ReStore, an in-house business that has brought in enough revenue to invest in additional housing stock.

Nonprofits and the business community continue to enjoy the benefits of collaboration during the recession, perhaps even more now through innovation. Business and individuals wishing to enjoy both the rewards and benefits of investing in the nonprofits can do so directly by creating the ReStore, an in-house business that has brought in enough revenue to invest in additional housing stock.

Nonprofits and the business community continue to enjoy the benefits of collaboration during the recession, perhaps even more now through innovation. Business and individuals wishing to enjoy both the rewards and benefits of investing in the nonprofits can do so directly by creating the ReStore, an in-house business that has brought in enough revenue to invest in additional housing stock.

Ellen Emr of the Medical Needs Foundation is chairwoman of the Not-for-Profit Committee of the Morris County Chamber of Commerce.

Calendar of Events

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<th>Date</th>
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<tr>
<td>Jan 14</td>
<td>89th Annual Meeting Luncheon</td>
<td>Hilton Parsippany Hotel, Parsippany</td>
<td>11:00 a.m. - 1:30 p.m.</td>
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<td>$95 Member - $900 Member Table of 10 - $110 Non-Member at the Door</td>
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<tr>
<td>Jan 22</td>
<td>Business Connections</td>
<td>Skylands at Randolph, Randolph</td>
<td>7:15 a.m. - 9:30 a.m.</td>
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<td>Jan 27</td>
<td>Women in Business</td>
<td>Hamilton Park Hotel, Florham Park</td>
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<td>$38 Member - $60 Non-Member</td>
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Committee Meeting Schedule:

- Young Professionals .................. January 6 ...................... 8:00 – 9:00 a.m.
- Business Development .............. January 6 ...................... 8:00 - 9:00 a.m.
- Technology ................................. January 19 ................. 8:00 – 9:00 a.m.
- Government Affairs .................... January 20 ................... 8:00 – 9:00 a.m.
- Not for Profit ......................... January 21 ................... 8:30 – 9:30 a.m.
- Women in Business ..................... Check our website

Our committees are led by dedicated and experienced businesspeople, representing the entire spectrum of our membership, providing direction and setting the tone for our business, legislative and community initiatives. To register to attend a committee meeting simply visit our website, www.morrischamber.com.

If you have any questions about committee involvement please call Angela Kubisky at 973-270-2950.
Inside Edge...

Leadership Morris, a flagship program of the Morris County Chamber of Commerce, recently graduated its 19th class. The 31 members of the Class of 2009 will join the ranks of more than 500 alumni having completed all the requirements necessary to graduate Leadership Morris. In addition to attending 10 program venues, members participate in smaller team events and exercises. The highlight of the 2009 class was their joining with the United Way and the Leadership Morris Alumni Association in co-sponsoring the first Morris March for Military Families.

Leadership Morris is taking applications for the 20th anniversary class of 2010. Interested parties should contact Dr. Joe Nazzaro, program leader, of the Morris County Chamber of Commerce at 973-539-3882, ext. 226, or Laura Cust at ext. 232.

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