This month’s issue is sponsored by:

**Chamber of Commerce Southern New Jersey**  
Where Business Grows

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**FEATURED EVENT**

**MEET THE POLICYMAKERS**

Friday, March 22, 2013  
11:30 a.m. - 2:00 p.m.  
The Mansion on Main Street, Voorhees

Sponsored by

Friday, April 5, 2013  
11:30 a.m. - 145 p.m.  
The Mansion on Main Street, Voorhees

Click [here](#) to register.

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**WELLS FARGO Good Morning SOUTH JERSEY SERIES**

Friday, April 12, 2013  
8:00 - 11:30 a.m.  
The Mansion on Main Street, Voorhees

Panel 1  
The Nuts and Bolts of the Affordable Care Act for Employers

Panel 2  
Trends in the Delivery of Healthcare

Click [here](#) to register.

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GOVERNMENT ACTION SERIES

State Affairs Committee
featuring
Assemblyman
John J. Burzichelli
Legislative District 3
Deputy Speaker, NJ General Assembly, Chairman, Assembly Appropriations Committee

Wednesday, March 20, 2013
8:00 - 10:00 a.m.
The Mansion on Main Street, Voorhees

Sponsored by

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South Jersey Industries
Horizon Blue Cross Blue Shield of New Jersey
New Jersey American Water
PSEG Nuclear LLC
Verizon

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On Wednesday, February 20, Senator James Beach briefed the Chamber on veteran affairs issues and legislation that will develop a career exploration report for grades seven through twelve. The Senator hopes this report will identify the fastest growing industries and prepare the youth for good employment. Pictured above (left to right): CCSNJ Board Member Jack J. Tarditi, Jr., Conner Strong & Buckelew; Cort A. Adelman, Esq., Horizon Blue Cross Blue Shield of New Jersey; Debra P. DiLorenzo, CCSNJ; CCSNJ Board Member Gina M. LaPlaca, Esq., Verizon; Ilene Lampitt, South Jersey Industries; Michael Coyle, PSE&G; Melissa Blanton, Esq., Schnader Harrison Segal & Lewis, LLP; Senator James Beach; Patrick Bre slain, New Jersey Manufacturers Insurance Group; Jonathan Chowansky, CCSNJ; and Nicholas DeVechis, New Jersey American Water. This event was sponsored by Horizon Blue Cross Blue Shield of New Jersey, New Jersey American Water, PSEG Nuclear LLC, New Jersey Manufacturers Insurance Company, Schnader Harrison Segal & Lewis LLP, South Jersey Industries, and Verizon.

State Affairs Committee
featuring
Assemblyman
Herb J. Conaway, Jr.
Chairman, Assembly Health and Senior Services Committee; Vice-Chairman, State Government Committee

Wednesday, April 17, 2013
8:00 - 10:00 a.m.
The Mansion on Main Street, Voorhees

Sponsored by

Schnader Harrison Segal & Lewis LLP
South Jersey Industries
Horizon Blue Cross Blue Shield of New Jersey
New Jersey American Water
PSEG Nuclear LLC
Verizon

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The misuse, however, of the independent contractor designation can lead to unexpected liabilities, retroactive insurance premiums and governmental and/or civil, or even criminal, penalties.

It is therefore important to carefully consider the nature of the employment relationship in light of the factors to which courts in your jurisdiction look to determine whether an individual is truly an employee or an independent contractor. Here are some of the more common factors:

1. Control - this is often viewed as the most important factor. The greater control an employer has over an individual, the more likely that person is an employee.

2. Nature of Payment - Hourly, weekly or monthly compensation is generally characteristic of an employee, whereas independent contractors are more frequently paid on a per-project or commission basis.

3. Supplies - Independent contractors are more likely to supply their own tools, transportation and other instruments required for their work.

4. Right to work for competitor - Independent contractors generally may work for whomever they want, including simultaneously working for competitors.

5. The Agreement - Courts generally give significant, but not dispositive, consideration to an independent contractor agreement. The more carefully drafted the agreement, the more likely it is to impact a court’s determination as intended.

While it is important to control the cost of doing business, the risks of misusing the independent contractor designation are substantial. A rose may always smell sweet, but a mis-designated independent contractor smells like trouble.

Keep in mind, the issuance of 1099’s is almost never dispositive.

Click here to read our Business Law Counsel blog, where Jordan is a frequent contributor.

To contact Jordan, email him at jrand@dilworthlaw.com
SPECIAL EVENTS

Public Policy Update Series

The Future of Health Care

Friday, April 12, 2013
8:00 - 11:30 a.m.
The Mansion on Main Street, Voorhees

Sponsored by

Click here to register.

Panel 1

The Nuts and Bolts of the Affordable Care Act for Employers

Moderator: Wardell Sanders, Esq.
President, NJ Association of Health Plans
Chairman, CCSNJ Health Issues Committee

The Top 5 Things Employers Need to Know About the ACA
Douglas A. Grimm, Esq., Chair, Health Care
Stradley Ronon Stevens & Young, LLP

The Impact of Federal Reform on Insurance Coverage
Ryan J. Petrizzi, Director, Sales Operations & Small Markets
AmeriHealth New Jersey

Health Insurance Exchanges – How They’ll Work
Jennifer Oliver, Health Plan Senior Sector Specialist, Deloitte

Panel 2

Trends in the Delivery of Health Care

Moderator: Wardell Sanders, Esq.

The Role of Hospitals in the New Health Care Paradigm
John P. Sheridan, Jr., President & CEO, Cooper University Hospital

Personalized Medicine’s Impact on Individual Health Care Decisions
Dr. Michael F. Christman, President & CEO
Coriell Institute for Medical Research

Electronic Health Records: Helping PCPs Deliver High Quality Health Care
William J. O’Byrne, Executive Director, NJHITEC

Women’s Conference

Thursday, May 16, 2013
7:30 a.m. — 12:30 p.m.
The Mansion on Main Street
3000 Main Street, Voorhees, NJ 08043

“Building a Career on Brand YOU”

Keynote Speaker
Mary Lou Quinlan
Founder & CEO
Just Ask A Woman

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BUSINESS AFTER BUSINESS
AT LINCOLN FINANCIAL FIELD
Monday, May 20, 2013
4:45 - 8:00 p.m.
Lincoln Financial Field
Philadelphia, PA 19148

Calling all football fans…Join the Chamber for a very special all access pass to Lincoln Financial Field.
Chamber members will get a behind-the-scenes tour of Lincoln Financial Field, experiencing the locker room, interview area, press box, and the field! After touring the facility, join us for informal networking and a cocktail reception.

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IT’S TIME
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With our flexible plans, we can offer a solution for every business.
It’s time for an Oxford plan from UnitedHealthcare.

LEARN MORE
On Thursday, March 14, more than 300 Chamber members joined us in celebrating our 140th Anniversary, and honoring our longest standing members and their commitment to the Southern New Jersey region: AAA South Jersey; Abo and Company, LLC; Ackley Machine Corporation; Alloy, Silverstein, Shapiro, Adams, Mulford, Cicalese, Wilson & Co.; Anne Klein Communications Group, LLC; Archer & Greiner, P.C.; Atlantic City Electric; Burlington County College; Campbell Soup Company; Comcast; Conner Strong & Buckelew; Cooper University Hospital; County of Camden; Danzeisen & Quigley; Delaware River Port Authority of PA/NJ; Deloitte LLP; Gold Gerstein Group LLC; Godwin Pumps of America, Inc.; Henry D. Bean & Sons, Inc.; Holman Automotive Group, Inc.; Interstate General Media; Kennedy Health System; K-Tron; Lockheed Martin Maritime Systems & Sensors; Mannington Mills, Inc.; Mitsubishi Fuso Truck of America, Inc.; Morris Graphics Inc.; New Jersey American Water; New Jersey Hospital Association; Parker McCay P.A.; Philadelphia Business Journal; PricewaterhouseCoopers, LLP; PSE&G; PSEG Nuclear, LLC; Rowan University; South Jersey Industries; South Jersey Port Corporation; Subaru of America, Inc.; Susquehanna Bank; Symphony in C; Taylor Wiseman & Taylor; TD Bank, NA; The Star Group; Thomas Scientific; United Computer Sales and Service, Inc.; Verizon; Wells Fargo; Whitesell Construction Co., Inc.; and Zook Dinon PA.


“The 140th Anniversary Party was a "must attend" event. It was well done in every aspects from food and drink, to honoring those who have gotten the chamber to this milestone. Bravo!”

Deb Myerson
NCJP Maragell, LLC

(From left) CCSNJ President Debra DiLorenzo thanks representatives from two of the Chamber’s longest standing members companies, Jennifer Sweeney, Campbell Soup Company, and Kevin Bowen, K-Tron.
Representing longtime Chamber member, The County of Camden, Freeholder Director Louis Cappelli, Jr. presented CCSNJ President Debra DiLorenzo with a proclamation on behalf of the Board of Chosen Freeholders of Camden County. Also pictured (from left) are CCSNJ Chairman Thomas Heitzman, Whitesell Construction Co., Inc., and CCSNJ Executive Vice President & COO Kathleen Davis.

The Chamber honored 49 member companies that have been members of the organization for 25 our more years.
The Chamber’s longest standing members toast the Chamber’s 140th Anniversary.

Achieving great things for our community

When a group of people comes along who have the courage and vision to turn dreams into reality, they make the future bright for everyone.

Chamber of Commerce Southern NJ, we celebrate your achievements.

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More than 300 businesspeople attended the Chamber’s 140th Anniversary Party, including Momin Sheikh, M&T Bank (left) and Bernie Sefcik, Borgata Hotel Casino & Spa.

(From right) Lauri Ann Plante, Career Concepts Inc., and Kathleen Stone, Susquehanna Bank, congratulate CCSNJ Chairman Thomas Heitzman whose company, Whitesell Construction Co., Inc., was honored for being a member of the Chamber for 30 years.
GOVERNMENT ACTION SERIES

Communications & Energy Committee
Featuring
Assemblyman
Upendra Chivukula
Chairman, Telecommunications & Utilities Committee
Friday, April 26, 2013
8:00 - 10:00 a.m. • The Mansion on Main Street, Voorhees
Assemblyman Chivukula will discuss his goals for the Assembly Telecommunications and Utilities Committee, including initiatives of interest to public utilities and the business community.

State Affairs Committee
Featuring
Assembly Majority Leader
Louis D. Greenwald
Legislative District 6
Friday, May 15, 2013
8:00 - 10:00 a.m. • The Mansion on Main Street, Voorhees
Assemblyman Greenwald was elected Assembly Majority Leader in January 2012. He has represented the 6th Legislative District since 1996. Majority Leader Greenwald will discuss current policy issues in the Assembly including the state budget and other key issues relevant to the business community.

Health Issues Committee
On Tuesday, March 12, Department of Health Executive Director of NJ Health Information Technology Colleen Woods addressed the Chamber on the status of implementing health information technology across the state, as well as the New Jersey Health Information Technology Strategic and Operational Plan. This event was sponsored by Horizon Blue Cross Blue Shield of New Jersey, AmeriHealth New Jersey, and Bayada Home Health Care.

Fairleigh Dickinson University’s (FDU) Institute for Sustainable Enterprise and PublicMind conducted their first annual Survey of New Jersey Business Sustainability for the New Jersey Department of Environmental Protection. This study provides valuable baseline data for where business in New Jersey stands now. A lot of businesses are taking sustainability seriously, and even more have a lot of elements in place to do more in the future. One of the more intriguing findings is that the NJ business leaders FDU surveyed said they were investing in sustainability practices as much because it was the right thing to do as for pragmatic advantages. It’s still a challenge how to wisely discern the sustainability strategies that will make them more successful, for the short- and long-term. Click here to view the results of the survey.
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Val Traore | CEO
ANNOUNCEMENTS

Alloy Silverstein, a premier South Jersey accounting and consulting firm, is pleased to announce the acquisition of six PGA Web.Com Tour professionals. After a successful first venture into professional golf sponsorship last year, the firm has expanded its presence for 2013.

In honor of their 100th anniversary and continued commitment to a safer New Jersey, NJM recently launched a DNT TXT N DRV campaign. Each time they receive a pledge from someone not to text and drive, they will donate $1 to charity (up to $50,000). Visit http://www.njm.com/100/ to take the pledge.

LibertyUSO/USO of Pennsylvania and Southern NJ are looking for organizations that will be Ambassadors for our Christmas in July Program. Each Ambassador Organization will be responsible for collecting or purchasing the care package contents and assembling 100 care packages as well as paying for the shipping costs ($10.00 per care package). Liberty USO will provide the packaging as well as boxes for storing/relocating to our location. For more information, contact Kristen Lowe at klowe@libertyuso.org.

APPOINTMENTS

Attorney Melissa Osorio of Archer & Greiner P.C. in Haddonfield, N.J., has been appointed to the Board of Trustees of CONTACT Community Helplines, a nonprofit agency staffed by trained and dedicated volunteers, and supported by the United Way.

Leo J. Hurley Jr., an attorney with Archer & Greiner P.C. in Hackensack, N.J., has been appointed Treasurer of the Hudson County (N.J.) Bar Association (HCBA). The appointment puts Mr. Hurley on track to be HCBA President in 2019.

EVENTS

Archway Foundation, Inc. presents Doug Church, the true voice of Elvis, in concert, featuring the Joey Pucci Band, on Saturday, April 20, 2013 at 7:30 p.m. at Lenape Regional Performing Arts Center in Marlton. Click here to purchase tickets.

On Sunday, March 24, Residence & Fairfield Inn by Marriott - Deptford is hosting the Pillar Hotels Spring Wine Tour from Noon - 4pm. A portion of the proceeds will go to the American Cancer Society. For more information, contact Kellie Nice at (856) 686-9188 ext. 424.

On Saturday, June 1, 2013, Moorestown Visiting Nurses & Hospice will host its 5th Annual Benefit Food & Wine Tasting event from 5:30 - 8:30 p.m. at Moorestown Community House, 16 East Main Street, Moorestown, NJ. The event will benefit the charitable home care, end-of-life, and counseling programs of the non-profit organization headquartered in Moorestown, NJ. For more information, or to purchase tickets for the Benefit Food & Wine Tasting, please contact Moorestown Visiting Nurses & Hospice at (856) 552-1306, x2111, or house@moorestownvna.org. Tickets may be purchased online at www.moorestownvna.org.

Call for Nominations for Leading Women Entrepreneurs and Business Owners!

Who do you know in your community that has a successful women-led business and has dedicated her time to good causes? Nominate and celebrate a Leading Women Entrepreneur with the link below. Hundreds of women entrepreneurs will be nominated for the Leading Women Entrepreneurs Initiative who will be judged on Innovation, Market Potential Advocacy for Women and Community Involvement. The finalists for Phase One, will get their name and company name listed in the October 2013 issue of New Jersey Monthly Magazine which will reach 750,000 households. This prestigious designation is not only an exceptional marketing opportunity but it qualifies finalists to be entered into Phase Two of the competition where an expert advisory board helps to select the TOP 25 Leading Women Entrepreneurs who will be honored at a special recognition evening in December.

2013 LWENJ Nomination Link: https://rosiamedia.wufoo.com/forms/2013lwenomination-link/

2013 LWENJ Nomination Video: https://www.youtube.com/watch?feature=player_embedded&v=AmiWcmrmWk

Questions? Visit www.LWENJ.com, email info@lwenj.com or call 201-388-9624.
Assembly Passes Constitutional Amendment to Raise Minimum Wage
Question to be Put to Voters on November Ballot

On February 14, the Assembly passed SCR-1 (Sweeney/Turner) / ACR-168 (Oliver/Eustace/Spencer), which would amend the State Constitution to increase the minimum wage to $8.25 per hour with annual increases tied to the Consumer Price Index (CPI), by a vote of 46 to 31. All Assembly Republicans voted against the amendment and all Democrats voted in favor of the amendment except Assemblyman Matthew Milam (District 1) who has consistently voted against increasing minimum wage this year.

Once again, the Chamber joined with a coalition of business organizations on a desk letter addressed to all Assembly members opposing utilizing the State Constitution to increase the minimum wage and tie future increases to the Consumer Price Index (CPI). The Coalition pointed out in the letter that the issue of increasing the minimum wage has already gone through the legislative process, and has been conditionally vetoed by the Governor. Under Governor Christie’s conditional veto, the minimum wage would be increased by $1.00 per hour, phased in over three years with the first increase effective next month, and contains no automatic annual increases based upon the CPI. The letter urged members of the Assembly to instead support the Governor’s changes to A-2162 (Oliver/Greenwald/Green/Johnson/Prieto/Wsniewski) /S-3 (Sweeney/Vitale/Codey).

Increasing the minimum wage through the State Constitution essentially creates a labor contract in the Constitution, and doing so will make it nearly impossible for the state and its businesses to respond flexibly to economic considerations. The CCSNJ and the Coalition do not believe that opening up the State Constitution to complex issues such as wage and hour issues is prudent. Please click here to see the coalition desk letter to the General Assembly.

We will continue to work to urge our members to oppose this Constitutional Amendment and urge members to share with us how this increase will impact their business.

If you have any questions please contact Jonathan Chowansky, Manager, Government Relations at jchowansky@chambersnj.com or (856) 424-7776 ext. 127.

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- Consolidated Billing & Web Portal Services
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At Walk MS, our connections become more powerful than the connections MS destroys. Choose from the tranquil lake-side setting of Medford Lakes, the picturesque walking trails of Washington Lake Park or take in the fresh ocean breeze at the family-friendly Ocean City boardwalk.

For more information on sponsoring Walk MS or creating a team, please contact Lauren Canzanese at 215-271-1500 or visit walk4MS.org.
### March

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Help Our Member-Driven Organization Continue to Grow

Do you have business associates that would enjoy the benefits of CCSNJ membership?

Support the Chamber that supports the business community by recruiting a new Chamber member. Invite a non-member colleague to attend an upcoming Chamber event (now through 5/31/13) to experience what our Chamber has to offer. Guests will pay member price for the event.

If your referral joins the CCSNJ by May 31, 2013, you will be entered to win two (2) round-trip airline tickets courtesy of United Airlines. The winner will be announced at the Chamber Pinnacle Awards Dinner.

For more information contact Diana Meyer Counard at dmeyer@chambersnj.com or (856) 424-8980.