



Champions for Business

Letter from the Chairman

Dear Members and Friends,
The very best of the season to you! Your Chamber staff and your Chamber Board send their best wishes to you for a terrific Holiday Season and a New Year which we hope will see success and growth for you and your business.

I hope you made it to the Gala. As Louis Armstrong sang, "What a swell party that was!" And what a "swell" group of honorees we celebrated: Leslie Burger, Chris Lokhammer, Thomas McCool, and Rick Weiss.

For the year 2011 we already have some wonderful events lined up for you:

* On Thursday, January 6, the Chamber hosts Jeff Vanderbeek, Chairman of the New Jersey Devils, at the Monthly Membership Luncheon. Join your fellow members from 11:30 a.m. to 1:30 p.m. at the Princeton Marriott Hotel and Conference Center as he discusses "Expanding New Jersey — Making the Largest Private Investment in New Jersey Pay Off."

* January's Business Before Breakfast meeting takes place at the Nassau Club on Wednesday, January 19, at 7:30 a.m. on . Featured speaker Jo Leonard, Principal of Jo Leonard LLC, will dis-

cuss, "Why Generation "Y's" are Good for Business."

* All Chamber members are cordially invited to a special "Changing of the Guard" reception at the Nassau Inn at 6 p.m. on Thursday, January 20, to meet the newly-appointed Board members and honor those Board members whose terms have ended. Our newly-elected Officers are:

Chair-Elect, Vice Chair of the Board: Patrick Ryan, Chairman of the Board, Hopewell Valley Community Bank.

Vice Chair of the Board: Melissa Tenzer, President, CareersUSA
Treasurer: Richard Coyne, Partner, WithumSmith+Brown

Secretary: John Thurber, Vice President for Public Affairs, Thomas Edison State College

* And the always-fabulous Business After Business reception will be hosted by Salt Creek Grille on Thursday, January 27, at 5 p.m.

On March 17 you have to attend the Mercer County Economic Summit which will feature Bob Doll, Vice Chairman of BlackRock, with his worldwide economic perspective, and Herb Taylor, the Chief Economist for the Philadelphia Federal Reserve Bank. The Lt. Governor, Kim Guadagno, will be



joining us and there will be two very dynamic workshops on the "Digital Connection" . . . marketing in the Internet age . . . and the "Human Connection" . . . how to make winning presentations. With this line-up we are expecting a sell-out crowd, so sign up early.

Aside from great programs in the coming year your Chamber plans to do more community outreach and create stronger linkages between your businesses and your community. We all have the ability to contribute social capital to our communities through individual good deeds and also through your Chamber's Foundation. Not only is

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Making the Largest Private Investment in New Jersey Pay Off

The Princeton Regional Chamber's first Monthly Membership Luncheon of the New Year will take place Thursday, January 6, and will feature noted sports figure Jeff Vanderbeek, Chairman and Managing Partner of the New Jersey Devils, as the guest speaker. The meeting will begin at 11:30 a.m. with registration and a networking reception at the Princeton Marriott Hotel and Conference Center, 100 College Road East, Plainsboro. Cost to attend is \$45 for Chamber Members and \$65 for non-members. Reserve in advance at www.princetonchamber.org or by calling 609-924-1776.

Jeff Vanderbeek also is the Chairman and Managing Partner of Devils Arena Entertainment LLC, the entity responsible for leasing, operating, and maintaining Prudential Center in Newark. Vanderbeek also serves as President and Chairman of Devils Renaissance Development LLC, the affiliate of the Devils responsible for designing, developing, and constructing Prudential Center, as well as Chairman and Managing Partner of the Albany Devils and Trenton Devils.

Prior to joining the Devils, Jeff Vanderbeek enjoyed a 24-year career on Wall Street, the last 21 years with Lehman Brothers. He serves as the President of the Board of Trustees of the Newark Public Library, one of Newark's oldest

educational establishments. He is also a Board Member of the Newark Alliance, a non-profit organization comprised of key leaders from the civic and corporate communities, working in partnership with government to improve Newark's economy and public educational system; a Board Member of St. Benedict's Preparatory School, encouraging its students to pursue academic excellence with an emphasis on building community; and has served as Campaign Chair of the Greater Newark Holiday Fund, which provides for Newark's inner city, underprivileged population. He also served as the Honorary Chair of the 2nd and 3rd Annual Susan G. Komen North Jersey Race for the Cure.

Prudential Center is a multi-purpose indoor arena in the downtown district of Newark that is easily accessible via NJ Transit, PATH, Newark Light Rail, and Amtrak. At the time of its opening, Prudential Center was the first major league sports venue to be built in the New York Metropolitan area since the Brendan Byrne Arena, the Devils' former home. It is hoped that Prudential Center might play an important role in the revitalization of Newark, and it was announced last February that Marriott will be opening a 150-room Courtyard Marriott hotel connected to the arena, the first hotel to be opened downtown in 38 years.



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Dr. Smeeta Sinha

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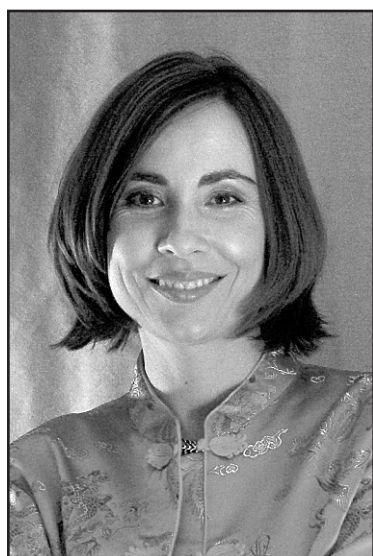
5 Center Drive, Suite 1A
Monroe Center Forsgate
Monroe Township, NJ
609-655-4544

Why Generation Y Is Good for Business

Jo Leonard, Principal of Jo Leonard LLC will address the multigenerational workforce at the Princeton Regional Chamber's Business Before Business Breakfast on Wednesday, January 19, at the Nassau Club, 6 Mercer Street, Princeton. The event begins with registration and networking from 7:30 to 8 a.m., followed by breakfast. The program adjourns at 9:15 a.m. Cost to attend is \$25 for Chamber Members and \$40 for non-members. Reserve at www.princetonchamber.org or by calling 609-924-1775.

Jo Leonard is an expert at connecting with and teaching young adults. By "young adults" she means Generation Y, those born between the mid-1970s and 1999. She sees them as a fascinating generation, with a lot of unique characteristics that need to be fully understood. With a fun, charismatic style and a commitment to understanding what drives this generation, she has been successful in transitioning hundreds from high school to college and from college to career, and maybe most importantly, through the Quarter-Life Crisis they often experience.

A dynamic speaker, author and trainer, Jo is passionate about her target and passionate about her subject. With an international background and more than 15



years in corporate, entrepreneurial, and not-for-profit fields, she delivers outstanding messages.

In 2008 she designed and launched a foundation in her late father's name to assist Foster Care youth in the transition from high school to higher education so that they can experience the success and happiness that they really deserve.

The Robert James Leonard Foundation is based in Doylestown, Pennsylvania.

Sustaining Sponsors 2010

With great appreciation, the Chamber thanks the following companies and organizations who have shown their support and loyalty to the Princeton Regional Chamber of Commerce by becoming Sustaining Sponsors. Our Sustaining Sponsors enable us to take the Chamber to an advanced level which allows the resources for greater benefits and enhanced programs & events to our members and the business community.

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'Changing of the Guard' Reception

Thursday, January 20, 2011
Nassau Inn
10 Palmer Square
6 to 7:30 p.m.

Prininceton Regional Chamber of Commerce Members are cordially invited to a special reception at the Nassau Inn to meet the Chamber's new newly appointed Board Members. Additionally, former Board members will receive special recognition for their years of service. Cost to attend is \$30 per person. Please reserve in advance at www.princetonchamber.org or call 609-924-1776.

Corporate Volunteers:

**Building Partnerships.
Building Teams.
Building Community.**

Bill Clark, President and Executive Director of Philabundance, will be the keynote speaker at a breakfast meeting addressing corporate volunteerism presented by the Princeton Regional Chamber of Commerce Foundation on Wednesday, January 26, at Johnson Education Center at D&R Greenway Land Trust, One Preservation Place, Princeton. The meeting will begin at 8 a.m. with registration, followed by the program from 8:30 to 10 a.m. Continental breakfast will be available. The cost to attend is \$10 per person. Reserve in advance at www.princetonchamber.org, or by calling 609-924-1776.

In this presentation, Bill Clark will address successful strategies for nonprofit organizations to engage corporate volunteers that strengthen corporate relationships, create mutually beneficial opportunities, and help companies become more socially responsible in the 21st century.

Bill will draw from his executive experience with Philabundance.

Continued on following page



KICK OFF THE NEW YEAR WITH A NEW KIND OF NETWORK

Come celebrate the launch of Princeton LEEEP – a brand new emerging professional network with social, philanthropic and professional development outlets. The event is open to all who would enjoy an opportunity to connect with like minded individuals from the Princeton Region.

What: LEEEP Launch Event

When: Thursday, January 13th 6:00-8:00pm

Where: Johnson Education Center at the D&R Greenway Land Trust
One Preservation Place Princeton, NJ 08540

Cost: \$10 per attendee

Please feel free to bring a friend and remember to RSVP online through Facebook at <http://on.fb.me/leeeep>

For more information please call 609-924-1776 x102



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HFF, LP	Michael Nachamkin	Real Estate Commercial
Jennifer Sallis	Jennifer Sallis	Consultants
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Volunteerism

Continued from preceding page

dance, the Delaware Valley's largest hunger relief organization, which works with 15,000 volunteers annually, more than half of whom are corporate volunteers.

Philabundance (www.philabundance.org) reduces hunger and food insecurity in the Delaware Valley by providing food access to those in need in partnership with organizations and individuals. Philabundance provides a full plate of services to close to 500 member agencies in 9 counties, serving approximately 65,000 people per week at an aggregate cost of less than 30 cents per meal.

A native of Philadelphia, Clark grew up seeing the great potential of the Delaware Valley as well as the overwhelming need of residents struggling to make ends meet. Upon completion of his college education at the University of Pennsylvania's Wharton School, Bill started his corporate work with Grey Advertising in New York City, and later as a product manager at Swift and Co. From 1982 to 1995 Bill owned W.J. Clark and Co., a Chicago-based company that produced and marketed specialty foods including Bean Cuisine soups and pastas, salad dressings, wild rice and mushrooms products, and natural licorice.

At the beginning of his tenure, Bill oversaw the integration of the



Greater Philadelphia Food Bank and Philabundance, resulting in a significant increase in food acquisition and distribution from 10 million pounds to 25 million pounds in just a few years. This streamlined operation in conjunction with community outreach, fundraising, and public awareness initiatives has enabled Philabundance to reach more people with better resources. Under Bill's leadership, Philabundance has created innovative programs that increase access to emergency food assistance. Bill's creativity and business savvy are evident in Philabundance's growth and exposure throughout the Delaware Valley.

This breakfast meeting is part of a Princeton Regional Chamber of Commerce Foundation's ongoing educational series focused on corporate volunteerism. These programs are supported by a grant from Princeton University and are executed in partnership with VolunteerConnect.

Presented by the Princeton Regional Chamber of Commerce Foundation in partnership with VolunteerConnect.

Network with the Princeton Chamber

New Jersey professionals are invited to join the Princeton Regional Chamber for the first Networking Reception of the New Year on Thursday, January 27, from 5 to 7 p.m. at the conveniently located Salt Creek Grille, 1 Rockingham Row, Princeton Forrestal Village. Cost to attend is \$25 for Chamber Members and \$40 for non-members. Reserve in advance at www.princetonchamber.org or call 609-924-1776.

January is the perfect time of the year to warm up your networking

skills by socializing with Chamber Members and friends while enjoying delicious food and an open bar, compliments of our hosts at Salt Creek Grille. Bring plenty of business cards for distribution and for entry in the door prize drawings.

The culinary award winning Salt Creek Grille is well known for its congenial and relaxed atmosphere with outdoor fire pits and an authentic mesquite wood grille. For directions, visit www.saltcreekgrille.com.

Chairman's Letter

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this good citizenship but it's also good business. If you have ideas on how we can further the Foundation's mission this year, please do not hesitate to reach out and let us know your thoughts.

In the meantime, have a wonderful Holiday Season and a terrific New Year!

In that New Year, I am happy to inform you of the newest members of our Board's leadership team:

* Robert L. Annis, Dean & Director, Westminster Choir College of Rider University

* Andrew M. Chon, Chairman of the Board, The Bank of Princeton and Founder, Chairman & CEO, Navitas Solutions Inc.

* Dr. Patricia C. Donohue, President, Mercer County Community College

* Jerry Fennelly, President, NAI Fennelly Associates, Inc.

* Kevin R. Kardos, Senior Sales Consultant, Paychex

* Gregory Johnson, Partner, Adorno Yoss Wong Fleming, P.C.

* Frank J. Lucchesi, Regional Public Affairs Manager, PSE&G

All best wishes.

Respectfully yours,
J. Robert Hillier, Chairman

Mercer County Economic Summit "Making Connections"

Presented by Mercer County Executive Brian M. Hughes, the Mercer County Board of Chosen Freeholders and the Mercer County Office of Economic Development and Sustainability in Partnership with the Princeton Regional Chamber of Commerce

Wednesday, March 16, 2011, 1 to 6 p.m.

Keynote Speaker: Robert C. Doll, Vice Chairman, Director, and Chief Investment Officer of Global Equities, BlackRock Advisors LLC

Reserve in advance at www.princetonchamber.org or call 609-924-1776

For sponsorship information, contact Cheri Durst: cheri@princetonchamber.org 609-924-1776, ext. 105.



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