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4210 Shawnee Mission Parkway,
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PRESIDENT'S MESSAGE

WHY TRINITAS GOT SCREWED

alk about conflicts of interest. The ongoing battle between the New Jersey Department of Health (DOH) and Trinitas Regional Medical Center is replete with them. You would think New Jersey has enough scandals but we can certainly now add one more to them.

Trinitas is a safety net hospital that provides a higher percentage of charity care than almost any other hospital in the state. It provides services to a community that faces tremendous health challenges and often without the means to pay. It is also one of the very few independent Catholic hospitals left in New Jersey.

For some reason, maybe because Trinitas serves a poor, urban community or is not part of a huge group, the Murphy administration thinks the hospital can be pushed around. The DOH recently decided it can overrule the decisions of its own independent State Health Planning Board in order to make decisions that will benefit a stateowned facility and the commissioner of Health himself.

Here's what's going on.

Trinitas wants to be designated as a Level II trauma center. A couple years ago it invested \$18 million to upgrade its emergency department, doubling the treatment rooms and bringing in state-of-the-art equipment. The new ER provides trauma services to about 350 people each year.

A couple of years back the Department of Health called for applications for new trauma centers. The population is growing and there is always the fear of major disasters that will call for enhanced availability of trauma treatment centers. Given that Trinitas is smack in the middle of the "most dangerous two miles in America," as described by Homeland Security, this fear is not farfetched. Through its expansion, Trinitas met all the criteria to be named a Level II trauma center.

So the hospital submitted its application and in January 2019 the New Jersey State Health Planning Board unanimously approved it even though the DOH staff was in opposition. It all looked good until, suddenly in May, the DOH overruled the planning board and denied the application.

About 10 miles from Trinitas is University Hospital, which has a Level I trauma center and is state-owned. University Hospital is on hard times. Though the trauma center continues to be topnotch, the rest of the hospital is falling apart and losing patients to other facilities. University Hospital and the DOH have made very clear they fear competition from a trauma center at Trinitas. The DOH is



protecting its own investment even though the planning board ruled the facility was needed.

This is one conflict of interest. The other is worse.

At the time DOH was deciding to protect University Hospital, its commissioner, Dr. Shareef Elnahal, was interviewing to become CEO of that hospital. He got the job and though his compensation has not yet been announced, it will likely be four to five times the \$175,000 he has been making as commissioner of Health. You have to wonder if this was a selling point for the board of University Hospital when they made the offer.

Of course, everyone at University Hospital and at DOH deny there was any conflict of interest in Elnahal's hiring and point to the fact that the decision was released under the signature of Deputy Commissioner Jackie Cornell. Yet they unabashedly admit to the conflict of interest of protecting their hospital at the expense of Trinitas.

Trinitas deserves the designation of a Level II trauma center. They meet all the criteria. They have made the investment. They provide very good trauma services. The designation as a trauma center will also help their business. Top-quality doctors like to work at trauma centers. Reimbursement from Medicaid and other insurance is often higher with the designation. All this will make Trinitas a stronger and more valuable part of the community it serves.

Jim Coyle

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MURPHY BEING OFFERED A PATHWAY OUT OF FISCAL DESERT

ew Jersey continues to face a fiscal crisis as the Murphy administration insists on rearranging the deckchairs on the Titanic. Gov. Phil Murphy has continually called for a millionaire's tax that he projects to net an additional \$447 million for state coffers which he can spend on his

Yet the state is facing a fiscal crisis in which pension costs for teachers and state workers are expected to rise by \$3.5 billion in the next four years while the cost of employee and retiree health benefits will increase by \$700 million. Without change, by fiscal year 2023, these costs are projected to account for 26 percent of the state budget and New Jersey will be facing a \$4 billion deficit.

Make no mistake, the current fiscal mess is not Murphy's fault. That lies with previous governors and state legislators who catered to public workers for decades by allowing them extravagant benefits in return for their votes. Murphy just wants to make it

Yet the governor is being offered a way out of this mess through the Path to Progress, the set of reform proposals produced by the Economic and Fiscal Policy Workgroup convened by Senate President Steve Sweeney and the Legislature in 2018 to look at the state's fiscal challenges and recommend ways to solve them.

The workgroup comprises both a bipartisan group of representatives from the Legislature as well as some of the brightest business minds in the state, including its five subcommittee chairs: Dr. Ray Caprio, Richard Keevey, Dr. Michael Lahr and Marc Pfeiffer from the Rutgers Bloustein School of Planning & Public Policy and Frank Chin, managing director of American Public Infrastructure.

After months of meetings with policy experts, the workgroup produced a set of proposals for remedying the state's fiscal issues, divided into five categories: pensions and benefits reform; leveraging assets to stabilize the pension system; education reform at the administrative level; county and municipal reform and shared services; and state and local government tax structure.

Specific proposals include:

- Shifting new state and local government employees and those with less than five years of service from the current defined benefit pension system to a sustainable hybrid
- Shifting all state and local government employees and retiree's health care coverage from Platinum to Gold coverage.
- Accrued sick time reforms.
- Merging all K4 -9 school districts into K-12 regional districts to improve the quality of education and promote efficiency.
- County and municipal shared services requirements.
- Tax simplification and reform.

New Jersey remains dead last in the respected Tax Foundation's 2019 Tax Climate Index, which states, "New Jersey...is hampered by some of the highest property tax burdens in the country, recently implemented the second highest-rate corporate income tax in the country, levies an inheritance tax and maintains some of the nation's worst-structured individual income taxes."

While the state boasts one of the nation's most educated and highly trained workforces and an ideal location, we are saddled with a tax environment that drives businesses – and jobs - to neighboring or distant states with more business-friendly atmospheres. For example, last November Honeywell confirmed its plan to move its world headquarters and 750 jobs to Charlotte, NC, just three years after a move to a Morris Plains location that included a \$40 million tax credit to stay in state.

New Jersey's untenable and business-killing tax environment continues to be driven by the state's pension and health care crisis. Until we correct these problems, our state will continue to overburden its residents and businesses with high taxes that drive them away.

The Path to Progress offers us a way out of this desert. Gov. Murphy needs to take it.



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TOM MALINOWSKI

Freshman Congressman is no Washington Newbie

BY CHRISTOPHER REARDON

om Malinowski was elected to Congress in November 2018, defeating Republican Leonard Lance to represent the 7th district of New Jersey in the House of Representatives. Malinowski's election was part of the blue wave that enabled the Democratic Party to retake the House and ushered in about 90 freshman representatives, the majority of whom are Democrats.

Yet Malinowski is hardly new to Washington and brings plenty of D.C. savvy to the office.

Malinowski was born in Communist Poland and came to the United States at age six. While attending Princeton High School, he got his first taste of politics while serving as an intern in Senator Bill Bradley's office. After graduating college Malinowski served as a special assistant to Senator Daniel Patrick Moynihan. Later he

was a speech writer for Secretaries of State Warren Christopher and Madeleine Albright and a member of the policy planning staff of the Department of State.

From 1998 to 2001 Malinowski served as senior director on President Bill Clinton's National Security Council, then as the chief advocate for Human Rights Watch before being selected by President Barack Obama to serve as assistant secretary of state for democracy, human rights and labor.

According to Malinowski's website, he ran for Congress on a platform of fighting for policies that would help the middle class in New Jersey, such as restoring the SALT deduction; securing infrastructure funding for roads, bridges and the Gateway Tunnel Project; and keeping health care accessible and affordable.

Recently Malinowski spoke with Inside Business to discuss his positions on a number of issues important to New Jersey's business community.

Infrastructure

"Infrastructure is the life blood of an economy," he said. "It's a pressing need of the country as a whole."

Locally, Malinowski is leading a fight to get full federal funding for the Gateway Tunnel Project. He noted funding has been allocated for the first phase of the project but the Trump administration is holding it up.

In response, the congressman sponsored the Transportation Funding Fairness Act, which would make it easier for New Jersey to finance its portion of the Gateway project by allowing states to count federal transportation loans toward their share of jointly funded infrastructure projects through 2020. The TFFA has been included in this year's House appropriations package.

According to a report by the think tank Regional Plan Association, which supports the Gateway project, failure to complete the new tunnel prior to upgrading the existing tubes would result in as any as 12,000 more cars on the region's roadways each day while the upgrades take place; would increase pollution; and would lower property values in Bergen, Essex, Union and Middlesex counties, resulting in a \$3 billion loss of taxes to local governments. The national economy also would take a \$15 billion hit, the report claims.

"Right now all the passenger rail traffic passing along the Eastern corridor has to squeeze into two tunnels," Malinowski said. "It's a huge bottleneck. The tunnels are about 100 years old and are rapidly deteriorating...If we do nothing, the consequences on our economy will be catastrophic."

Health Care

Rising health care costs remain a burden for individuals and families as well as businesses. According to a joint study by the Kaiser Family Foundation and the New York Times, one in five insured individuals has experienced changes or had to make lifestyle adjustments as a result of medical debt. Meanwhile, premiums for businesses offering health insurance to employees have tripled and fewer small businesses offer insurance today than five years ago, reports show.

Malinowski said his goals for health care include stabilizing the Affordable Care Act marketplaces – "ACA is not getting repealed and there are Republicans willing to work with us," he said – ensuring pre-existing conditions remain covered and lowering the costs for prescription drugs. He voted to pass H.R. 987, the Strengthening Health Care and Lowering Prescription Drug Costs Act, and opposes the Trump administration's support for allowing insurance plans that discriminate against people with pre-existing conditions.

Retirement

New Jersey businesses with 25 or more employees are now required to offer workers a retirement savings account. In response, Malinowski supports the bipartisan SECURE Act, which would make it easier for Americans to save for retirement by easing restrictions and would allow smaller businesses to band together to offer plans.



Tax Cuts and Jobs Act of 2017

The Tax Cuts and Jobs Act of 2017 was widely criticized by Democrats as favoring tax payers in red states and punishing those in blue states.

"I think the tax bill did exactly what most economists predicted," Malinowski said. "Most of the benefits have gone to the wealthy. The tax cut, which we all agreed needed to happen in some way, has occurred in nonproductive ways."

The congressman supports restoring the SALT deduction, tying business tax credits to investment and making greater investment in education.

Immigration and Wages

Malinowski said he believes immigration has become too politicized and supports immigration reform that supports the needs of the business community.

"We need both high-skilled and low-skilled labor," he said. "Immigration is good for our economy and for our country."

He co-sponsored the Fairness for High-skilled Immigrants Act and has urged the Department of Homeland Security to release more H-2B visas that allow businesses to temporarily hire foreign workers as needed.

The congressman said he supports increased funding for border security at ports of entry and a pathway to naturalization for law-abiding immigrants.

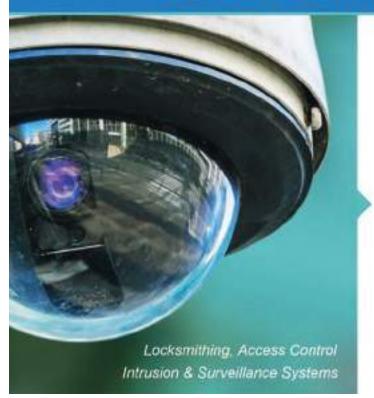
Malinowski also said he supports a national \$15 minimum wage.







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HEALTHY LEAP INTO SUMMER

BY CHRISTOPHER REARDON

remarkable 14.8 percent of U.S. high school students are obese while an additional 15.6 percent are overweight, according to the Centers for Disease Control and Prevention. Those numbers are higher among the Latino and black populations. Here in New Jersey, 14.8 percent of high school teenagers are obese, ranking 28th in the nation.

The CDC also reports teen obesity has tripled since the 1970s and identifies poor eating and diminished physical activity as leading causes.

To combat teen obesity and encourage a lifelong healthy lifestyle, the Gateway Regional Chamber of Commerce and Elizabeth Board of Education each year host a Healthy Leap into Summer health expo for the district's seniors that provides tips on healthy living in a fun atmosphere, according to Jim Coyle, chamber president.

"The Elizabeth Board of Education recognizes that physical health and academic achievement are closely tied," Coyle said. "And we recognize that the business community needs healthy employees to be most efficient and successful."

(For example, a study by the Nashville Chamber of Commerce found the impact on productivity of workers with diabetes, hypertension and obesity costs area businesses \$500 million annually.)

This year's expo was held in early June and draw about 2,000 students. The chamber and board of education were joined as participants by Trinitas Regional Medical Center, Overlook Medical Center and the U.S. Army and Marine Corps, among others.

The expo featured workshops, health screenings, food preparation demonstrations and interactive exhibits, including Bodies Against

Bullying. There also were exercise activities, such as rock climbing and an Army-Marine tug of war.

"Elizabeth Public Schools hosts the Healthy Leap into Summer health expo each spring in the effort to promote healthy lifestyles to high school students while addressing the epidemic of teen obesity," said Jennifer Cedeno, assistant superintendent for teaching and learning. "As part of a large, diverse urban community, it is important that we educate our students about the dangers of childhood obesity and the impact it can have on their future health and adult lives.

"Students who attend the health expo have the opportunity to learn important health lessons they may not have known previously from professionals in the health field," she continued. "They get to participate in interactive physical activities that get them moving and show them the fun that they can experience with being active."

Trinitas had 12 exhibits at the expo, including healthy ways to cope with stress, body image and self-esteem and how to make a smoothie.

"To improve the health of our population, starting at a younger age will have lifelong benefits," said Nancy DiLiegro, vice president of clinical operations and physician services and chief clinical officer at the hospital. "Being healthy is not just about your physique. It's also about outlook and attitude."

Overlook had an exhibit on identifying a stroke at which students learned about FAST – Facial drooping, Arm weakness, Speech difficulties and Time. Rapid response to a stroke is essential for a patient's recovery outlook as every minute lost equals 2 million brain cells lost, according to Joy Eberas, stroke program manager at the hospital.

"Anyone can have a stroke - a family member, a mentor, a stranger," she said. "Just by recognizing stroke symptoms we can save

Healthy Leap into Summer is part of the Elizabeth school district's wider ongoing effort to teach healthier lifestyles to its students, according to Cedeno. Efforts include working with the Alliance for a Healthier Generation and the New Jersey Department of Agriculture

to improve the quality of the foods provided to students and health lessons that can be applied outside of school.

Coyle noted programs such as Healthy Leap are particularly important in urban school districts.

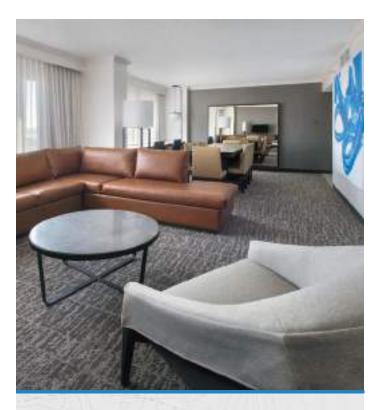
"The goal is to introduce a healthier lifestyle to inner-city kids who are primarily Hispanic and African American, which are the two communities with the highest incidence of obesity and heart-related issues," he said.



Representatives from local health care providers such as Julia Sotomayor from Trinitas Regional Medical Center were on hand to hand out goodies







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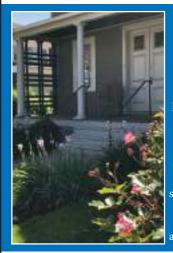
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EMBRACING WHO THEY ARE

BY CHRISTOPHER REARDON

ana Vento was unhappy in her corporate job, working for a boss she disliked and a company that refused to provide female employees with work flexibility to raise a family. She left and started her own fledgling business as an online shopping, culinary and travel writer.

Today Vento is a brand unto herself, with more than 200,000 followers on social media, more than 1 million views on Pinterest and several national spokesperson contracts.

Vento is one of several women who took the leap to chart their own career course featured at the recent 2019 Metro Women's Leadership Summit, held June 7 at the Newark Liberty International Airport Marriott. The theme of the summit was "Diversity is Our Strength, Unity is Our Power...Embrace Who You Are."

Vento joined a panel discussion with four other successful influencers to share their stories with the audience.

"There's never been a day when it hasn't been a challenge," Vento said. "I found I made mistakes and each mistake made me a better person...Each time something sets me back (it creates) skills that help me move forward.

"When I started my own brand – when I took my name – I started doing what Dana wants to do," she added. "I'm a business because I want to own a business...But I want to have a family. By owning my own name, I get the best of what I want to do."



Lena Piccininni, celebrity barber, hairdresser, makeup artist and educator who leveraged social media to reach national stardom in a male-dominated industry, told the audience about the challenges she faced. She said the men ostracized her, which led her to realize she had to be better than them to succeed.

"I want women to know you can have any career you want," she said. "You don't cut hair with your genitals...If you want to do something, you can do it."

Delitza Perez, a renowned fitness and nutrition guru who has appeared on numerous magazine covers, including Muscle & Fitness, said she was trapped in a marriage to a man who told her to stop dreaming so big. She walked away and dedicated herself to building her brand.

"I couldn't see the end but I saw every step ahead of me," she said. Carli Bybel told the attendees when she was in high school she used to do the make-up of all the other cheerleaders.

"I thought, maybe I can charge for that," she said.

After attending Brookdale Community College for business, she started providing make-up tutorials on social media and over time developed a large online following – 5.8 million YouTube subscribers and 7.2 million Instagram followers – and landed several sponsorship and collaboration opportunities with businesses in the cosmetics and fashion sectors.

The summit opened with a question-and-answer session between Joanne Vero of Travel Media Showcase, the event producer, and keynote speaker Ilyasah Shabazz, daughter of Malcom X. Shabazz said one of her greatest challenges was the expectations she faced due to her father.

"I was going to be a math major, a doctor, an anthropologist," she said. "Going to college forced me to look at myself and figure it out... Once you have fulfilled your legacy and defined who you are...you find that all these years I worried I wasn't good enough, that's who I

Other speakers at the summit included Debbie-Ann White, senior vice president of public relations and promotions at Unique Vacations, Inc.; Dr. Carol Ash, chief medical officer at RWJ University Hospital and sleep medicine expert; Dr. Nancy Mezey, associate dean and sociology professor at Monmouth University who is nationally known for her studies in family sociology, gender, the sociology of sexualities and race-class-gender relations; and Manya Saaraswat, Miss New Jersey 2019.

"These speakers did not start at the top," Vero said. "They all took chances and, as a result, succeeded."







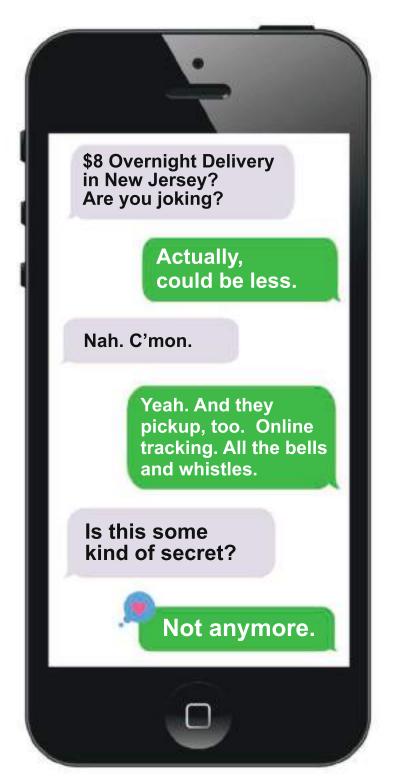
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s your approach to selling innovative enough? If you aren't hitting your sales/ profit goals or want to do even better, below are some innovation ideas to consider.

1. The Primary Driver to Innovation - Do or Die

It starts with commitment - a do-or-die commitment - to whatever objective you set, with a measurable outcome. Let's say you set the objective of implementing one new sales idea a month, which increases sales at least 1 percent.

Do or die means you commit your focus, your energies, your creativity to the objective and pursue it until achieved. We contrast do or die with best efforts, which is fine for tentative exploration of a new idea but usually deadly when it comes to achieving results.

Here's a way to understand do or die, to contrast it with best efforts, with respect to the objective of increasing sales 1 percent with a new idea: If you don't succeed in the first month, you need 2 percent in the second month; if you don't succeed in the first two months, you need 3 percent in the third month, etc.

If something is worth doing, it's worth doing on a do-or-die basis. https://youtu.be/qICq-JAwak4

2. Overcoming Self-Limiting Assumptions

Following is a two-step procedure to overcome self-limiting assumptions in an organization. First, think of an iconic example of overcoming a self-limiting assumption – such as Roger Bannister running the 4-minute mile. Everyone felt it was impossible until he did it.

Next, think of a self-limiting assumption your organization overcame. Share these two examples with the brainstorming group, then challenge the group to develop an extended list of self-limiting assumptions.

One powerful example occurred in an organization which had no testimonials. When asked about it, the sales team – with up to 20 years' experience - all pointed out their clients didn't want to admit they did business with them. A young saleswoman didn't know it was impossible to get testimonials. Within two weeks, she had one. The rest of the team felt a little foolish and all followed suit.

3. Change the Structure - Don't Accept Woman-Made or Man-Made Rules

Gravity can't be changed. Rules can, leading to exponential sales growth. Consider the challenge of the student going into his last year of college, preparing to register for a class. It was only offered at 7 a.m. and he slept until 10 a.m.

What would you do? Get up early? Stay up through the night, go to the 7 a.m. class and then go to sleep? Forget about the class? This student went to the department head and suggested they change the time the class was offered - and prevailed. https://youtu.be/ iyQNcKzpUTI

4. Innovate to Scale

Here's a powerful lesson – use what you have. Today is the prototype for tomorrow. Many people wait until they have "all the resources" they need, including people and funding. There is almost always something you can do to create a prototype or dramatize a concept with the resources available.

Some salespeople think you need to have both a product and success with it to sell it. The best salespeople sell concepts, the product or service follows later. https://youtu.be/InmlLqmMsdE

You can read more about sales innovation in my book, Innovate *Now – 16 Breakthrough Sales Techniques to Scale up Your Business,* which you find at bit.ly/Innovate-now.

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Andy Gole has taught selling skills for 24 years. To Learn how Urgency Based Selling is different, please go to bit.ly/How_UBS_Is_Different. He started three businesses and has made approximately 4,000 sales calls, selling both B2B and B2C. He invented a selling process, Urgency Based Selling®, with which he can typically help companies double their closing or conversion ratio. Learn more about Andy's method at www. bombadillc.com or by calling him at 201.415.3447. Visit http://www. urgencybasedselling.net/entrepren.html.





**** AROUND THE CHAMBER

Welcome New Members

Aria Logistics LLC

Arelis Gutierrez **Englewood**

201-220-1945 / arelis@ariahomedelivery.com

Federal Business Centers

Stacey Weinberg Keiman Edison 732-417-4234

New York Life

Lori Smith Edison

732-991-1012 / llsmith@ft.newyorklife.com

Renewed HR Consulting

Sheri Murad Marlboro

609-213-7348 / sheri@renewedhr.com

Senior Spirit Medical Day Care Center

Don Szymansk

Roselle

908-620-1889 / dons@seniorspirit.com

The McMillin Group

Roger Mcmillin Group

Morristown

917-545-1530 / rpmcmillin@comcast.net

A groundbreaking was held in May for Linden Logistics Center, a 4.1-million-square-foot, state-of-the-art logistics park being developed on a 350-acre tract of land off Trembley Point Road. Upon completion, Linden Logistics Center will be the largest active industrial development in the Port of New York/New Jersey region. The development is a joint venture of Advance Realty Investors, Greek Development and PGIM Real Estate.









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AROUND THE CHAMBER

Seventy-four students received their nursing diplomas at the Trinitas School of Nursing 162nd Convocation Ceremony held recently at St. Michael's Church in Cranford. Sixty-three women and 11 men proudly accepted their pins and became eligible to sit for the registered nurse licensing exam.

Trinitas Regional Medical Center also announced the creation of the Trinitas Institute for DBT (Dialectical Behavior Therapy) and Allied Treatments, which will be housed within the Department of Psychiatry and Behavioral Health, where individuals who experience extreme shifts in their emotional states and behavioral instability can learn to develop behavioral skills in a supportive and validating therapeutic environment. The hospital also recently opened a new Cranford Dialysis Center with a ribbon cutting ceremony and open house reception.

In addition, Trinitas is among a select group of hospitals across the nation chosen as one of the 150 Top Places to Work in Healthcare for 2019 by Becker's Healthcare. This is the fourth straight year Trinitas has been named to this national list, which highlights hospitals, health systems and healthcare companies that promote diversity within the workforce, employee engagement and professional growth.







Atlantic Health System continues to be recognized as an environmental leader, with each of its hospitals recently acknowledged for their accomplishments in environmental sustainability by Practice Greenhealth. Overlook Medical Center once again earned Practice Greenhealth's highest honor, the Top 25 Environmental Excellence Award, for the second consecutive year. In all, Atlantic Health System earned 13 awards from Practice Greenhealth, underscoring the health care provider's commitment to making healthy, environmentally sustainable changes in order to build healthier communities.

Chamber members PKF O'Connor Davies and AmeriHealth both were named to NJBIZ's Best Places to Work in NJ list. The annual Best Places ranking identifies and honors the top places of employment in New Jersey that benefit the state's economy and workforce.

Minuteman Press of Westfield is celebrating one year in business. To thank their customers for their support over the past year, they offered a 15 percent discount on printing orders.

Northfield Bank has announced that Salvatore Saba has joined the bank as vice president of commercial lending for the NJ East Region. Saba has more than 15 years of lending experience in the financial industry and he joins Northfield from Valley National Bank.

The bank also recently donated \$10,000 to Union County College to fund 10 scholarships for students.



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*** AROUND THE CHAMBER



Spencer Savings Bank announced that Jose B. Guerrero has been re-elected to the bank's board of directors, for a term of three years, at the bank's annual meeting in January. Guerrero has been with Spencer Savings Bank for nearly 40 years and serves as chairman of the board, president and chief executive officer.

The bank also announced that Steven M. Fusco has joined the bank as executive vice president and chief financial officer. He will be responsible for the overall management of Spencer's Finance Division, for aligning financial goals and for assisting the president and CEO with the bank's strategic plan and overall management of the bank. Fusco comes

to Spencer from SB One Bank, where he was the senior executive vice president and chief financial officer. He holds a bachelor of science degree in finance from Seton Hall University and an MBA in management information systems from St. Peter's University.

In addition, Anthony Niciejewski, Spencer's business banking officer, recently was honored with the NJBankers Emerging Leaders Rising Star Award.

Finally, Spencer announced that, as part of its annual holiday toy drive, bank employees, some dressing up as Santa and Mrs. Claus, visited local nonprofits to pass out toys to children. The bank also sponsored the Fund A Meal program at Eva's Village in Paterson to help celebrate the spirit of the season by giving back. Employees visited the nonprofit to help serve a hot lunch meal to hundreds of needy community members and distribute goodie bags filled with more than 1,000 hygiene items.

RSI Bank recently made a grant of \$25,000 to New Jersey Citizen Action (NJCA), a statewide HUD-certified housing counseling agency that provides free first-time homebuyer counseling and education, credit counseling and foreclosure prevention counseling. RSI provides NJCA with meeting space at its Saint George Avenue, Rahway, branch so these services may be provided to residents of Rahway and the surrounding areas.



Donald Godfrey, executive vice president and chief lending officer of RSI Bank, presents a check to Bonita Holmes of New Jersey Citizen Action.



Union County College (UCC) has announced that Athos Brewer has joined the college as the new vice president for administrative services. Brewer has almost 20 years of experience in higher education and most recently served as vice chancellor of student services at Houston Community College. He received his Ph.D. in education technology from American University; a master of science in education in social agency counseling

from the University of Dayton; and a bachelor of arts in international studies from Capital University.

UCC president Margaret McMenamin recently was named one of this year's honorees and will have a scholarship established in her honor at the annual Elizabeth's Promise Awards, a nonprofit that assists with college-related costs for deserving high school seniors in Elizabeth. Elizabeth's Promise issues its annual awards thanks to the generosity of donors from throughout Union County.

The college also announced that Mary Zimmerman, vice chair of the board of trustees, recently received the Lifetime Achievement Award at the annual Women of Excellence Gala Awards Dinner held at the Gran Centurions in Clark. The Women of Excellence awards are sponsored by the Union County Board of Chosen Freeholders and the



Margaret McMenamin, Union County College president, is flanked by Elizabeth Councilman and president of Elizabeth's Promise Awards, Inc., Frank Cuesta and Union County College board of trustees chair Victor Richel.



Mary Zimmerman (fourth from right) is congratulated at the Women of Excellence Gala by fellow board of trustees members and Union County College officers.

Union County Commission on the Status of Women, with the Union County Office on Women.

UCC recently held its annual Scholarship Reception for donors to meet the recipients of their respective scholarships. More than \$1.1 million in support was given out this year and scholarships were issued to more than 700 students.

UCC also announced the college and New Jersey Institute of Technology recently signed an articulation agreement which will allow UCC graduates to effortlessly transfer their credits into various bachelor degree programs at NJIT.



The 2019 Union County College Scholarship Reception celebrated more than 700 students who received a collective \$1.1 million in support.



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**** AROUND THE CHAMBER





Berkeley College announced that Paul R. Kleschick has been appointed as associate provost, student academic engagement and success. Kleschick has held positions of varying responsibility in the registrar and academic affairs areas at American International College, St. Joseph's University, Georgetown University, Temple University and The Henry M. Jackson Foundation for the Advancement of Military Medicine. He expects to receive a doctor of education degree in organizational change and leadership from the University of Southern California next year.

The school announced that Adriana Delgado has been appointed to the board of directors of the Berkeley College Foundation. Delgado, a Berkeley graduate, is a visual merchandising senior analyst at Verizon Wireless.

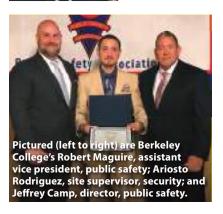
Berkeley's Alex Guiral, associate vice president, financial aid, was among the honorees at the New Jersey Association of Student Financial Aid Administrators (NJASFAA) 2019 Spring Conference.

Guiral serves as co-chair of the association. In addition, Ariosto Rodriguez, site supervisor, security, recently was honored with a Merit Award by the New Jersey College and University Public Safety Association. In December, Rodriquez's actions led to the apprehension of a suspect who was trespassing on campus grounds.

Berkeley College delivered donations of food and personal items collected by the Berkeley College Office of Military and Veterans Affairs to the nonprofit Eva's Village in Paterson. The collection, supported by the Berkeley College Office of Student Development and Campus Life, faculty and students at Berkeley College in Woodland Park, is part of the Berkeley Cares initiative, a tradition of volunteer service that addresses important social, economic, and environmental issues in the community.











Roselle Savings Banks recently held a ribbon-cutting ceremony celebrating the bank's 130th anniversary and introduction of a rebranding effort, including renovation of their headquarters and other branches and purchase of a new building. Pictured cutting the ribbon are (left to right)

Assemblyman Jamel Holley, Roselle Bank directors James Robinson and Jill Schafhauser, Roselle Bank director, president and CEO Detlef Felschow,

Roselle Borough Mayor Christine Dansereau and Roselle Bank board chairman William Fredericks. Among those attending were Yasmin Fisher, business development director at the Greater Elizabeth Chamber of Commerce, and Jim Coyle, president of the Gateway Regional Chamber of Commerce.



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Overlook Medical Center