



## Monthly Report December 2011

### 2012 Annual Conference

#### **NJFPA 2012 Annual Conference**

January 30, 2012

Westin Mount Laurel

For more information, visit [www.njfoodprocessors.org](http://www.njfoodprocessors.org)

### From the President

We are extremely excited to announce details concerning our 2012 Annual Conference for the NJFPA. Our industry is rapidly changing, and our conference theme this year will prepare our members to "Meet the Future". We have an outstanding agenda, in which leaders from our nation and our state will address the future of our food industry and the latest food industry trends, future regulations that will affect our industry, and the future economic climate in our State of NJ Jersey. We will also have exhibits in which our processing members can visit with our associate members regarding their products and services.

We are pleased that we had a record attendance of over 200 members of the New Jersey regional food processing industry at last year's conference, and over three dozen exhibitors, and we hope to surpass this number at our 2012 event!

Please register today for this conference! Further information on the agenda and registration can be found on our website at [www.njfoodprocessors.org](http://www.njfoodprocessors.org). This event will be held at the Westin Hotel in Mount Laurel, New Jersey on Monday, January 30, 2012, beginning at 8am.

We look forward to seeing you then!

## NJFPA State and Federal Advocacy Update

### **NJFPA Leadership and Staff Meet with Governor Christie's Advisors Spearheading Business Development and Job Retention**

New Jersey Food Processors Association (NJFPA) president Lou Cooperhouse, president-elect Dimitri Pappas, and staffer AJ Sabath recently met with Caren Franzini of the NJ Economic Development Authority, Tracye McDaniel of ChooseNJ and Linda Kellner of the New Jersey Business Action Center. As a result, the NJFPA now has a better understanding about the state's role in business attraction and retention, and the state's economic development agencies now have a better understanding of issues that are important to New Jersey's food processing industry. Linda Kellner will be one of the speakers at the NJFPA annual conference on January 30, 2012, which will be an excellent opportunity for our members to learn first-hand about the state's aggressive role in business attraction and retention.

### **NJFPA Board Meets with Congressman Frank LoBiondo**

Members of the NJFPA met with Congressman Frank A. LoBiondo, who represents New Jersey's 2nd Congressional district, at a breakfast meeting on November 28, 2011 and had an opportunity to discuss a number of federal issues that are affecting the New Jersey food processing industry. Issues discussed included pending labor regulations, issues associated with FDA and USDA inspection agencies, and other matters. The FDA's new Food Safety Modernization Act, which is the first overhaul of our nation's food safety legislation during the past 70 years, will be discussed at the NJFPA annual conference on January 30, 2012.



Participants at this meeting, from left to right, included Sam Pipitone, Jr. of F&S Produce; Dimitri Pappas of Clement Pappas & Co; Denny Doyle of Atlantic Blueberry; David Socolow of Pinnacle Foods; David Baldwin of Pinnacle Foods; Pearl Giordano of Limpert Brothers; Cliff Johnson of Surfside Products;

Congressman Frank LoBiondo; Mary Annie Harper, Chief of Staff for Congressman LoBiondo; and Lou Cooperhouse of F&S Produce.

## From the Statehouse

### **Lame Duck Up Next**

Following the November 8 election, the legislature will embark on the so-called "lame duck" session - the weeks between the election and the end of the current legislative session (January 9, 2012). The new leadership will be elected by their respective caucus' and committee chairs and appointments will be made. Additionally, hundreds and hundreds of bills will be pushed through the process - every bill that has not passed both houses (there are currently 7948 in the hopper) by midnight on January 9 will be thrown in the trash. The new legislative session (New Jersey's 215<sup>th</sup>!) will convene on January 10, 2012.

### **What's happening in and around Trenton . . .**

Over recent weeks, there has been a lot of good news coming out of the Governor's Office on the economic development and job creation front.

Governor Chris Christie recently announced that the State of New Jersey has been approved by the U.S. Department of Treasury for \$33.8 million in funding through the State Small Business Credit Initiative (SSBCI), part of the federal Small Business Jobs Act of 2010, to encourage small business lending and job creation in the state. The intent of the SSBCI, which is to create jobs and strengthen state lending programs, mirrors New Jersey's recent efforts to enhance its support of the state's small business community.

Governor Christie has made economic development a top priority by ensuring that New Jersey becomes a business-friendly state. Through the New Jersey Partnership for Action, under the direction of Lt. Governor Guadagno, the Christie Administration has implemented an aggressive economic development agenda, including overhauling state government's regulatory system and reducing the red tape that stifles economic growth and imposes costs on businesses and citizens. The Governor's Fiscal Year 2012 Budget provided for \$185 million in targeted, job creating business tax relief and incentives to spur growth. When fully phased in over 5 years, the Governor's tax policy changes will provide \$2.35 billion in job creating tax relief. By implementing these policies, Governor Christie has ensured that New Jersey will once again be "Open for Business."

The funds from SSBCI will be received by the New Jersey Department of Treasury in three tranches over two years, based upon at least an 80-percent commitment of the first and then second distributions. Through a Memorandum of Understanding, the New Jersey Economic Development Authority (EDA) will use the funds to deploy loans, credit guarantees and loan participations through its existing small business lending programs, and to make a venture capital investment. Funds will be targeted to small businesses, small manufacturers, and women and minority-owned enterprises, with a particular focus on businesses that are located in underserved communities throughout New Jersey.

As part of this effort, the EDA Board took action to enhance its portfolio by

expanding access to capital for small businesses. The Board approved an increase in the funding available through the EDA's Fund for Community Economic Development (FCED) to support micro lenders, Community Development Financial Institutions and Urban Enterprise Zones that have a successful lending track record in their local communities. Under the "Loan to Lenders" component of the FCED, organizations with a successful EDA history will now be able to qualify for up to \$750,000, an increase of \$250,000 from what was previously available; new customers may qualify for up to \$500,000. The loan term has been extended to up to 15 years, with interest-only payments for up to five years. Previously, terms were available for up to ten years, with interest-only payments for up to three years. Additionally, the use of funds has been expanded to also include lines of credit.

Some recent milestones are on the job creation and retention from include, Church & Dwight's expansion, which retains 1,000 jobs, creates 130 new jobs and hundreds of construction jobs. The opening of Oncobiologics' new headquarters in Middlesex County, which will bring 200 new jobs to New Jersey. Panasonic's decision to remain and expand in New Jersey, which keeps 800 jobs in New Jersey and creates up to 200 new, permanent positions, and the relocation of Damascus Bakery to Newark, which will create 180 new manufacturing jobs.

## Updated By-Laws

The NJFPA Board of Directors voted to approve the By-Laws at the Board meeting on September 21, 2011.

Members are invited to view the now finalized version by clicking [HERE](#)

## QA Roundtable

All NJFPA Members Are Invited to the **QA Roundtable** on **December 13th**.

**Charles Giambrone** from **Rochester Midland** will be speaking.

This event will be held **9:00 am - 11:00 am** at the **Rutgers Food Innovation Center**, 450 East Broad Street, Bridgeton, NJ, 08302.

The roundtables are open to all members of NJFPA and are free of charge as a benefit to our members.

Please **RSVP** to Christine Higgins at [christine@njfoodprocessors.org](mailto:christine@njfoodprocessors.org).

## More Ways to Stay in Touch

Look for your invite to "like" us on **FACEBOOK** and to "join" us on

**LINKEDIN!** We will be using these venues to announce future activities to our members.

## NJFPA Welcomes Its Newest Members

**Blue Trans Logistics**, Jason Dyck

**County of Cumberland**, Ms. Kim Wood

**Kiva**, Mr. Tyler Wilson,

**Mid'lantic Precision**, Mr. Bill Wilke

**RK Environmental Services**, Jessica Albrecht

## It's Time to Renew Your NJFPA Membership

The new NJFPA membership year began on August 1. If you are currently a member, you should have received a renewal letter in the mail. If you haven't already renewed, please do so today.

There are many good reasons to renew-and to encourage your colleagues join-NJFPA. The association is an organization of manufacturers and suppliers of food and agricultural products joined together to promote best practices, share information and expand the industry. NJFPA programs are designed to foster education regarding food industry trends, technologies, practices and processes, and include a number of networking opportunities between manufacturers and suppliers to our industry. These include:

- **The NJFPA Annual Conference**, which this past January featured keynote speaker Lt. Governor of New Jersey Kim Guadagno and guest speaker Caren S. Franzini, chief executive officer of the New Jersey Economic Development Authority. **The date for the 2012 conference is Monday, January 30, 2012.**
- The annual NJFPA **Peter Pappas Memorial Golf Tournament**, an extremely popular event offering a casual networking opportunity. For the past two years we've filled the course! A putting contest generates hundreds of dollars annually for the Jim Sclafani Scholarship, benefitting local high school students. **The 2012 outing will be held on Thursday, June 7, 2012.**
- **Networking Dinners**, which are held three to four times per year, keep our members up-to-date about issues that are of specific value and concern to their businesses. Our Networking Dinners are a great success with almost 60 people in attendance.

- **Industry Roundtable Meetings**, which are designed specifically to address issues in great depth that are of concern to our members. We have two Industry Roundtable groups in place now, one addressing food safety and the other addressing human resources. These roundtables meet six to 12 times a year, and others are planned for the future.
- Our NJFPA **website**, which is continually updated to include content of interest to our members.
- **Sponsorship opportunities** for our Associate Members, which enable all of our events to be made available for a very nominal fee to our members.

As you can see, the NJFPA is continually striving to provide value to its members. Membership for you and your company is well worth the cost of \$400.

There are two payment options available at <http://bit.ly/byUVC0>:

1) print out the membership application form from and mail completed form with a check for \$400 to NJFPA, 202 West State Street, Trenton, NJ or

2) fill out the membership application and pay online via PayPal. Both new and renewing members can use either of these options. The current membership year runs from August 1, 2011 through July 31, 2012.

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## Save the Dates - 2012

**January 30**  
Annual Conference

**March 7**  
Networking Dinner

**June 7**  
Peter Pappas Memorial Golf Tournament

**September 18**  
Networking Dinner

## New Website Feature: NJFPA Job Board

NJFPA has a new member benefit! We are pleased to offer a **job board** to our members at no charge. Check out our two current job listings at: [http://www.njfoodprocessors.org/new\\_employ.html](http://www.njfoodprocessors.org/new_employ.html).

You can also navigate to this page by clicking on the dropdown menu under "What's New" and clicking on "Job Board."

To post a job, send your listing to Christine Higgins at [christine@njfoodprocessors.org](mailto:christine@njfoodprocessors.org).

## Call for Photographs

NJFPA is revamping its brochure, and would like to use print-quality (300 dpi at 5 x 7 inches) photographs that show your manufacturing process at its best.

If you have photographs that we can use, please forward them to Christine Higgins at [christine@njfoodprocessors.org](mailto:christine@njfoodprocessors.org).

Please be aware that we will be using the images without captions-your company name will not be used in the brochure.



Try it FREE today.

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