



Monthly Report October 2011

Please Note: New Contact Information

NJ Food Processors Association

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609-392-5558

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Christine Higgins: christine@njfoodprocessors.org

From the President

On behalf of your Board of Directors, I am pleased to announce some outstanding news to our membership!!

We have retained the services of the Advocacy & Management Group, based in Trenton, and our NJFPA is now served by Bev Lynch, as our Executive Director, and Christine Higgins, as our Associate Executive Director. In addition, AJ Sabath will be leading our advocacy efforts to ensure that the NJFPA has a "seat at the table" at the NJ statehouse on matters of importance to our members. We have already begun this process, and your ideas for further enhancements to the NJFPA are certainly welcome!

We have experienced considerable growth at the NJFPA over the past few years, and we are now prepared to leap to an even higher level. Bev, AJ and Christine have considerable collective expertise managing trade associations, are very familiar with our industry, are extremely well respected in Trenton, and they will be offering enhanced and new services to our members in the near future. This newly formatted newsletter will be one of the ways in which you will hear about these new and improved services.

We are extremely appreciative of the services of Michele Hujber, who has served as our Executive Secretary and done an outstanding job for the NJFPA. Michele will be leaving NJFPA and working in her own Public Relations consulting business. Thank you Michele!

Please review the newsletter that follows, and please get in contact with Bev, Christine, or any of your board members with any questions you may have. We now have an office near the Statehouse in Trenton, and Bev and Christine can be reached at the contact information found on the NJFPA website at <http://njfoodprocessors.org/contact.html>. Emails of your NJFPA board members can be found at <http://njfoodprocessors.org/officers.html>

Best regards,
Lou Cooperhouse
President, NJ Food Processors Association
President & COO, F&S Produce Co., Inc.

Looking For New Board Members

Are you interested in joining the NJ Food Processors Association's Board of Directors? Let us know! Board openings are available for January 2012.

Send an email with your interests and a brief background of your qualifications and experience to christine@njfoodprocessors.org or call **609-392-5558**. Please let us know of your interest no later than October 28.

From the Statehouse (and elsewhere around the State)

Beverly J. Lynch and AJ Sabath
Advocacy and Mangement Group

Rep. Andrews Touts Economic Ideas

Rep. Rob Andrews recently shared with some Campbell Soup employees his views on jump-starting a sour economy. The world's largest soup maker invited its more than 1,100 employees to meet their Democratic representative in a continued effort to use the company's new corporate headquarters as a forum to exchange ideas. The economy topic hit home for the approximately 30 employees who attended; in June, Campbell laid off 700 employees worldwide and 130 in Camden. Andrews' suggestion to ramp up tax credits for companies that create jobs was also relevant. In February, the New Jersey Economic Development Authority approved \$41.2 million in tax credits to Campbell Soup over 20 years for investing \$52 million in an upgrade of its world headquarters.

Lieutenant Governor Pays Visit to Vineland Business

Lt. Gov. Kim Guadagno, who served as keynote speaker at the last NJFPA Annual Conference, recently visited Vineland's own Limpert Brothers Inc., which makes, processes and cans fruits and other ingredients for ice cream and frozen yogurt, as part of her recent state-wide tour of 100 local businesses. Limpert Brothers was number 66 on Guadagno's tour; the company's recent feature in Parade this summer on the company's newest flavors had attracted the lieutenant governor to the Vineland small business.

"First and foremost, I've noticed that people are surprised to see us," said Guadagno, standing on Limpert Brothers' production floor. "The goal here is to get to small businesses and provide them with information, about energy audits and different kinds of incentives available to them - all the

info that we should be able to get out to them so they can focus on their business.

"Really, small businesses are the hardest to reach with a lot of this information, because they're too busy surviving. They don't really have time to join things like local chambers of commerce."

During a one-on-one meeting with Giordano, Guadagno opened a conference call with New Jersey food vendors Johanna Foods and Dingmans Dairy.

"That's part of it, too," said Guadagno. "We go up to see if there are any connections we can make between businesses within New Jersey."

According to the lieutenant governor, business owners can call the state's small business advocate, at the N.J. Business Action Center, with any question they have by phone at (866) 534-7789.

Limpert Brothers currently employs nine people on the production floor, and three in the front office. In the summer, Giordano stated she expects the number of production employees to expand to about 20.

"I really can't say enough about what it means to have (Guadagno) here," said Giordano. "You meet them, and suddenly they're not just names anymore - they're people."

NY/NJ Port Authority Board Raises Tolls, Transit Fares; ATA Call for Veto

The Port Authority of New York and New Jersey board has approved toll and fares hikes on its bridges, tunnels and trains. Nine of the 12 commissioners were present for the agency's recent board meeting and voted unanimously for the increases. The Port Authority originally proposed much higher increases, angering commuters but New York Gov. Andrew Cuomo and New Jersey Gov. Chris Christie released a plan prior to the vote for more modest increases than originally proposed by the agency.

Drivers will pay \$1.50 more to enter New York from New Jersey starting next month, with an off-peak toll of \$7.50 and \$9.50 during peak hours. Smaller increases will continue yearly until 2015. Drivers without E-ZPass will pay \$2 extra, up to \$12 in September and topping off at \$15 in December 2015. E-Z pass rates for a five-axle truck during peak hours will rise from the current \$40 to \$50 on Sept. 18 and an additional \$10 a year until reaching \$90 at the end of 2015. Drivers paying tolls in cash will pay a surcharge of \$3 per axle.

According to the American Trucking Association (ATA) the tolls will be nearly three times higher than for comparable bridges nationwide. The ATA is calling upon the governors of New York and New Jersey to veto the increase because the higher tolls, combined with other proposed increases along the I-95 corridor, would raise tolls for trucks hauling goods from Baltimore to Manhattan from the current \$114.25 to \$209.25 in three years.

New Jersey Food Council Unveils "NJ Supermarket Incentive Package"

The New Jersey Food Council recently released an eight-point legislative package to promote growth in the New Jersey supermarket industry. The reform package will focus on making statutory changes in the areas of tax policy, unit pricing, energy costs, organized retail theft, as well as other regulatory reforms.

The release of the "Supermarket Incentive Package" also comes on the heels of a Star Ledger report that stated over 340,000 New Jerseyans live in 'food deserts'. These are areas where residents lack easy access to a supermarket and instead patron fast food restaurants and other establishments that do not offer the quality foods of a local grocery store.

Tax Incentive Programs and Tax Reforms:

- Assembly Bill 3816 (Coutinho/DeAngelo) - Increases the amount of incremental revenues that can be applied to Economic Redevelopment and Growth Grants from 75 percent to 100 percent in the case of sales taxes paid within a project that includes a supermarket or grocery store located in a city that lacks adequate access to affordable and nutritious food.
- Assembly Bill 3196 (DeAngelo/Benson)/Senate Bill 2481 (Greenstein) - Allows corporation business tax credits as incentives for redevelopment of distressed shopping centers
- (Pending Introduction) - Creates a study commission to examine the reduction of TDI payroll tax rates for employers
- Senate Bill 2344 (Smith/Beck)/Assembly Bill 2528 (Chivukula/Quijano) - Reforms the allocation of Societal Benefit Charges and establishes a credit against the SBC

Unit Pricing Reforms

- (Pending Introduction) - Expands unit pricing requirements and updates compliance policies

Organized Retail Theft

- (Pending Introduction) - The Organized Retail Theft Task Force in the Attorney General's Office is set to release their recommendations to the Christie Administration in the coming months. Highlights include the creation of a dedicated ORT prosecutor and strengthening existing ORT and shoplifting laws.

Regulatory Reforms

- Assembly Bill 2129 (Chivukula/McHose/Burzichelli)/Senate Bill 1336 (Sarlo/Van Drew) - Expands scope of Regulatory Flexibility Act
- Senate Bill 1904 (Beach/Lesniak/Kyrillos)/Assembly Bill 2591 (Greenwald/Riley) - Increases number of liquor licenses supermarkets can hold from two to ten

Updated By-Laws

The NJFPA Board of Directors voted to approve the By-Laws at the Board meeting on September 21, 2011. The new By-Laws will be applied at the 2012 Annual Meeting and Conference on January 30, 2012.

Members are invited to view the restated version by clicking [here](#).

QA Roundtable

NJFPA members are invited to the upcoming **QA Roundtable** on **November 8th**.

Joe Lacotte, NJFPA Board member, will be speaking about the new Seafood HACCP guidance that has just come into effect this summer.

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

The roundtable sessions 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.

Networking Dinner - September 21

The NJFPA had another outstanding networking dinner and educational program on **September 21 at the Westin in Mt. Laurel**. Approximately 60 attendees networked and had dinner during this very informative presentation.

The educational program featured a panel of **three speakers** who addressed energy efficiency solutions for the food industry:

~ **Margaret Brennan**, associate vice president of economic development at Rutgers and associate director of the New Jersey Agricultural Experiment Station;

~ **Michael R. Muller**, director of the Rutgers Center for Advanced Energy Systems (CAES); and

~ **Joseph Tighe III, CPA**, a tax partner at J.H. Cohn.

"Our Networking Dinners are designed to inform people in the industry about issues that are of specific value and concern to their businesses. In addition, our members benefit from networking opportunities and find this to be an invaluable way to make new contacts," said Lou Cooperhouse, president of the NJFPA and president and COO of F&S Produce Company, Inc.

Thank you to our event sponsor: **by J.H. Cohn**

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

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| ACCU Staffing Services , Eva Blow | | |
| Acme Corrugated Box , Len Donnelly | | |
| Aramark Uniform Services , James Martin | | |

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| Continental Carbonic Products, Jim Tretola | | |
| Crossroad Ingredients, Peter Mazzilli | | |
| Grenn Tech Energy Services, Michael Betsch | | |

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.

Upcoming Events

October 27, 2011: Legal Seminar. Marlene Bartolo, a strategic senior commercial attorney with extensive food industry expertise will speak on "A Focus on Legal Sensitivities for Entrepreneurial and Established Food Companies". This event is **co-sponsored by the NJFPA and the Rutgers Food Innovation Center**, and will occur from 10AM - noon, and include lunch, for a fee (payable to Rutgers) of just \$24. Further information can be found at <http://foodinnovation.rutgers.edu/FENLegalSeminar.pdf>

November 8, 2011: QA Roundtable,

Joe Lacotte, NJFPA Board member, speaking about the New Seafood HACCP guidance that has just come into effect this summer. The event will be held 9:00 a.m.-11:00 a.m. at the Rutgers Food Innovation Center, 450 East Broad St., Bridgeton, NJ, 08302.

December 13, 2011: QA Roundtable, Charles Giambrone, Rochester Midland. The event will be held 9:00 a.m.-11:00 a.m. at the Rutgers Food Innovation Center, 450 East Broad St., Bridgeton, NJ, 08302.

January 30, 2012: NJFPA Annual Meeting and Conference. Details coming soon!

June 7, 2012: Peter Pappas Memorial Golf Tournament.

Details coming soon!

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.

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.

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.

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

FDA Announces the Launch of Two New Pilot Projects

Katy Fisher

Communications Director
Refrigerated Foods Association
katy@refrigeratedfoods.org

FDA announced the launch of two new pilot projects geared at food traceability. The Institute of Food Technologists (IFT), a nonprofit scientific society consisting of professionals engaged in food science, food technology and related professions, will carry out the pilots at the direction of FDA, under an existing FDA contract.

The Food Safety Modernization Act requires FDA to establish at least two pilot projects: one involving produce and one involving processed foods.

The pilots will evaluate methods and technologies for rapid and effective tracing of foods, including types of data useful for tracing, ways to connect the various points in the supply chain and how quickly the data are made available to FDA.

Key stakeholder groups, including industry, government, and consumers, will have input into the pilots. AFI President Bob Bauer is participating in an IFT group addressing this issue.

After the pilots are completed and additional data is gathered, FDA will initiate rulemaking on recordkeeping requirements for high-risk foods to facilitate tracing. FDA must define high-risk foods, considering such factors as the known risks of a food based on foodborne illness data, the likelihood a particular food has a high potential risk for contamination and the likely severity of an illness attributed to a particular food. FDA will hold three public meetings during the comment period on the proposed rule.

For more information:

- FDA Food Safety Modernization Act Web Page

<http://www.afi.us.org/EmailTracker/LinkTracker.ashx?sellId=31mujExD18cg%2bL4x00hhgpaOPWrX4uUIwLMHWIyDnnTPSe06rzxf9AP4jYnOA3k7>

- FDA Overview of Product Tracing Pilot Projects

<http://www.afi.us.org/EmailTracker/LinkTracker.ashx?sellId=0Njji4cMnoTJo9UXqqr1IBO9mmaqNfoOP6FfliS4lmalMyzn8FX4kC5g65z1C8Bs>

· FDA Consumer Update on Product Tracing

<http://www.afi.us.org/EmailTracker/LinkTracker.ashx?sellId=5mLd6DFh1cnqtQMSn6HH5zrDO%2bDsT2NFYkbRYIQA74GIHd7db9CMUqaeV5cLaLIE>