



# MODC Matters

A Publication Of The Monmouth-Ocean Development Council

2520 Highway 35, Manasquan, NJ 08736 (732) 223-MODC Fax (732) 223-1516 Web Site [www.modc.com](http://www.modc.com)

April 2005

## PRESIDENT

JILL A. HEWITT

## VICE PRESIDENTS

JOHN CIUFO  
JOHN CLARK  
EDWARD C. GURSKIS  
STEVEN JULIANO  
MARIE LUCIER-WOODRUFF

## CORPORATE SECRETARY

PETER R. JOHNER

## TREASURER

PETER M. BROWN

## COUNSEL

NEIL BRODSKY, ESQ.

## BOARD OF DIRECTORS

MARY PAT ANGELINI  
PAUL L. BARLO  
PATRICIA D. BARLOW  
NOREEN BODMAN  
GENEVIEVE A. BOEHM  
WILLIAM J. BOWE, ESQ.  
FRED M. BRODY  
STEVEN M. BUMBERA  
ART CHASEY  
ANTHONY CHIARIELLO  
WILLIAM DALTON  
DARRIN DESENO  
RAYMOND ECKHOFF  
WILLIAM EVENTOFF, Ph.D.  
JOHN E. GAGLIANO  
PENelope A. GRIBER  
THOMAS F. HAYS  
MARIE E. JEDZINIAK  
ASSEMBLYMAN SEAN KEAN  
FRED KELLY, Ph.D.  
TARA KELLY  
PHILIP KIRSCHNER  
DAVID A. KOCH  
JON H. LARSON, Ph.D.  
DAVID LEGG  
DAVID J. MCKEON  
MICHAEL L. REDPATH  
JOHN C. SAHRADNIK, ESQ.  
SIAMACK SHOJAI, Ph.D.  
MICHAEL WEINSTEIN  
JANE WITTMAN-ROLL  
MARSHALL WRIGHT  
NOLA L. ZUSI

## PAST PRESIDENTS

GREGORY T. AIKINS  
VINCENZO BARBA, CFP  
JOHN J. SUDIA  
MARK R. AIKINS, ESQ.  
BARBARA S. DAVIS  
BENJAMIN L. WALDRON  
JAMES M. KAISER  
FRANK M. MCDONOUGH  
ROBERT E. DAVIS, JR.  
E. H. GAUNT, JR.  
DOROTHY K. LIGHT  
JOHN J. GIORDANO  
JOHN KAY  
ROBERT J. OBERST, SR.  
MAURICE A. SCULLY  
ELWOOD L. BAXTER  
EDWARD J. MORAN  
JAMES E. DESMOND  
JAMES T. DOLAN, JR.  
JOHN L. KEAVENEY  
HERBERT E. WERNER  
MILTON F. UNTERMEYER

## EXECUTIVE DIRECTOR

BENJAMIN L. WALDRON

## EXECUTIVE ASSISTANT

BARBARA A. REED

## ADMINISTRATIVE ASSISTANTS

KIM TYNDALL  
GRACE DURANTE

## Recent Events

### February 18, 2005 General Membership Luncheon "Financing New Jersey's Business" Holiday Inn, Tinton Falls

Most people recognize the New Jersey Economic Development Authority as a financial resource to the state's businesses community, but many don't realize that there are a number of other ways in which they can help business grow. Caren Franzini, CEO of NJEDA, elaborated on the authority's objectives in providing technical assistance, loans and financing, and real estate development at the February 18<sup>th</sup> general membership luncheon. In the 30 years the NJEDA has been in existence they have provided \$16 billion in financial assistance, helped create thousands of new jobs and helped to increase the tax ratables in the communities in which they have provided their assistance. Whether it is running training programs through their entrepreneurial institute, providing loans, grants or bond financing to small businesses, or partnering in real estate development, the NJEDA is focused on attracting business to New Jersey, and helping to keep business growing within our state.



## Reminder...

The MODC Membership Directory is available to members free of charge at any time. We will send it to you electronically or in hard copy format on request. Just call or e-mail the office to obtain your copy. The directory is updated with new members, addresses and phone numbers daily, so ask for a current copy now.

## Upcoming Events

April 6, 2005, 5:30 -7:30 p.m.  
'Business After Hours'  
Fidelity Investments, Shrewsbury

April 15, 2005, 11:30 a.m.  
General Membership Luncheon  
The Mill, Spring Lake Heights

May 5, 2005, 5:30 p.m.  
40th Annual Silver Gull Awards Dinner  
Ocean Place Resort & Spa, Long Branch



March 15, 2005 'Business After Hours'  
Dream House Financial



March 15, 2005 'Business After Hours'

## **Committee Reports**

### **Business Growth & Development**

(Steve Bumbera, Chair)

Marie Lucier-Woodruff returned to her familiar spot at the head of the table at the March 16<sup>th</sup> Business Growth & Development Committee meeting, ably filling in for Steve Bumbera who could not attend. Committee members discussed the success of the recent Business After Hours at Dream House Financial, and reviewed the list of upcoming after hours events that have been booked through the Fall. The balance of the meeting was devoted to discussions on the series of service training seminars that this committee has been considering, which will be done in conjunction with the MODC Cultural & Tourism Committee and the NJ Department of Labor. The group viewed a video that was used by MODC a few years ago for a similar type of seminar program, and it was decided that the video would be a good tool to use for a brief session just prior to the luncheon on April 15<sup>th</sup>. That luncheon will feature a speaker who will be addressing, among other issues, the perception of customer service in New Jersey by non-resident tourists. Details of that session will be worked out, and will be advertised in the luncheon invitation flyer. The next committee meeting will be on April 20<sup>th</sup>.

### **Economic Development**

(Steve Juliano, Chair)

An overnight snow storm took its toll on the majority of the Economic Development Committee members and kept them away from the February 25<sup>th</sup> meeting. The handful of hearty and devoted members that did attend spent some time updating one another on a number of agenda issues, and made plans for the May luncheon program, which will feature guest speaker Phil Kirschner, President of New Jersey Business & Industry Association. Ron Kaplowitz also spoke about the ad hoc group that is working on the public/private partnership project, noting that there will be one final meeting scheduled to make a final determination on the feasibility of the concept. The next regular committee meeting will be on March 30<sup>th</sup> at the **MODC Office**.

### **Energy & Environment**

(Genevieve Boehm, Chair)

The annual breakfast meeting of the MODC Energy & Environment Committee took place on February 22<sup>nd</sup> at Woodlake Country Club, and turned out a nice mixture of regular attendees and some new faces as well. John Dobrosky, Vice President for Corporate Affairs for Bayshore Recycling Corp, presented a great overview of the kinds of work that their firm is doing to help preserve the environment in New Jersey. One of the highlight activities at the recycling center is the creation of "rubberized asphalt", a product of recycled tires and pavement materials. Not only is this a conservation effort by keeping the old tires out of landfills, but the asphalt is also a better paving product

for roads, and less costly to produce. There are a number of other recycling initiatives on the horizon for our state, which can only be a good thing for New Jersey. Committee members provided updates on local and county environmental and energy issues, and there was some discussion on an endorsement by MODC on some legislation impacting the energy world. With a number of seminars and events on the agenda for this committee in the upcoming year, it should be an exciting and rewarding 2005. The next meeting will take place on March 22<sup>nd</sup> at the MODC office.

### **Nonprofit**

(Tony Chiariello, Chair)

A winter storm warning had no affect on attendance at the February 24<sup>th</sup> Nonprofit Committee meeting which was graciously hosted by the Long Branch Concordance in Long Branch. Nearly 20 regular committee members and a few first time visitors listened to an overview of the work that the Concordance is doing around town which was presented by Terri Blair, the Director of LBC. Afterwards, much time and discussion was dedicated to the development of the third in the series of workshops that this committee has been engaged in. The focus of this event will be to underline the importance of nonprofits that are involved in fundraising to consider working with professional advisors who can bring many resources to the fundraising process. Tony discussed the proposal that is under

consideration to create a nonprofit resource center in our region, which will be facilitated in cooperation with Brookdale Community College, Monmouth

County United Way and MODC. More details will be available on this after the next steering committee meeting takes place in April. The next committee meeting is scheduled for March 24<sup>th</sup> and will take place at Brookdale's Higher Education Center in Wall.

### **Technology**

(Bill Eventoff, Chair)

With another snow storm on its way, attendance at the February 28<sup>th</sup> Technology Committee dropped off slightly, but there was still a core of regulars that made their way through a growing agenda. Marshall Wright updated attendees on the status of the promotional economic development section of MODC's website that he has been working on. Although there are still missing components of the site, it was

*(Continued on page 3)*



(Continued from page 2)

determined that the best way to start promoting it was to get it up and running and begin advertising it to the MODC membership. Some minor adjustments are necessary on the MODC site pages to accommodate the new section, but it should be live in the next couple of weeks. The committee also spoke about their next seminar program which is tentatively scheduled for May. The topic for the program will be e-mail, discussing how businesses must deal with incoming e-mail issues (spam & security) as well as outgoing e-mail issues (reliability & getting legitimate e-mail through filters). An ad hoc committee will meet to establish details of this event. There were also some suggestions for a possible program for the June luncheon. The ad hoc committee that is working on the internship program had to postpone their meeting the previous week, so a new meeting is being set to continue those discussions. The next Technology Committee meeting will take place on March 28<sup>th</sup>.

#### Program Committee Meetings

(Note: meetings are held at the MODC office unless otherwise indicated)

- Mar 24 Nonprofit, 8:30 am  
NJ Coastal Communiversity, Wall
- Mar 24 Silver Gull Dinner, 3:30 pm
- Mar 28 Technology, 8:30 am
- Mar 30 Economic Development, 8:30 am  
Note Location: MODC Office
- Apr 7 Education Foundation, 8:30 am

#### Member News

##### Congratulations to....

MODC member, **Darrin DeSeno** and his wife on the birth of their daughter, Isabella Theresa. Isabella was born on February 18, 2005, weighing 6lbs, 13 oz. and 19 inches long.

#### Is Your Company Linked to Our Website?

- Please visit [www.modc.com/memberships.html](http://www.modc.com/memberships.html), click the down arrow to see if your company is listed. If not, please call or send an email to the MODC office and we'll be happy to link your website to ours.

#### WELCOME NEW MEMBERS

☛ **Mr. Christopher Leo**, Vice President-Information Technology, OceanFirst Bank, 975 Hooper Avenue, Toms River, NJ, 08754, Phone: 732-240-4500 x7551, Fax: 732-341-2579, E-mail: [cleo@oceanfirst.com](mailto:cleo@oceanfirst.com), Recruiter: Jill Hewitt

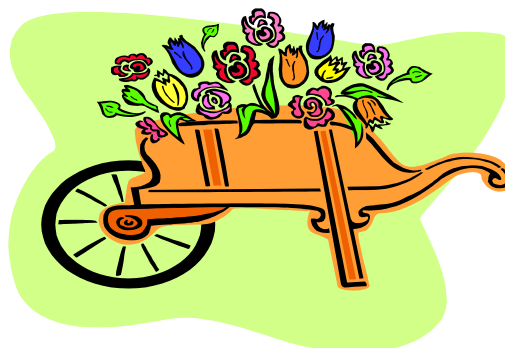
☛ **Mr. Guy A. Paredes**, RFC, Chief Operating Officer, Atlantic Horizon Benefit Services, LLC, 20 Avenue at the Common, Shrewsbury, NJ, 07702, Phone: 732-578-1900, Fax: 732-578-0880, E-mail: [guy@benefitsah.com](mailto:guy@benefitsah.com), Recruiter: Frances Kirschner

☛ **Ms. Valerie M. Quartiere**, 3 Statesboro Road, Freehold, NJ, 07728, Phone: 732-673-4708, Fax: , E-mail: [vtiere@optonline.net](mailto:vtiere@optonline.net), Recruiter: Ben Waldron

☛ **Ms. Sue Sedivec**, Executive Director, Big Brothers Big Sisters of Ocean, 85 Williams Street, Lakewood, NJ, 08701, Phone: 732-905-5349, Fax: 732-905-5374, E-mail: [bbbsoc@optonline.net](mailto:bbbsoc@optonline.net), Recruiter: Tom Hayes



**APRIL SHOWERS BRING MAY  
FLOWERS!  
HAPPY SPRING...**



If you are interested in learning more about the mission and objectives of MODC's program committees, click on the following web address link: [www.modc.com/involved.html](http://www.modc.com/involved.html).



## MONMOUTH-OCEAN DEVELOPMENT COUNCIL

INVITES YOU TO JOIN US AT OUR

### BUSINESS AFTER HOURS

Wednesday, April 6, 2005, 5:30 to 7:30 p.m.

Hosted by

**Fidelity Investments**  
**530 Hwy. 35, Shrewsbury**

Meet and greet your MODC friends in a casual and relaxed atmosphere. Share some beer, wine, hors d'oeuvres and your business cards. Network with elite business leaders in Monmouth and Ocean counties. Bring a friend or business associate.

Please complete the registration form below and return it to the MODC office at 2520 Hwy. 35, Suite 205, Manasquan, NJ 08736, or fax to (732) 223-1516, or register on our web site: [www.modc.com/040605.html](http://www.modc.com/040605.html)

*WE LOOK FORWARD TO SEEING YOU ON APRIL 6th!*

---

Yes, I would like to make \_\_\_\_\_ reservation(s) for the Business After Hours at \$10.00 each

Name \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_ email \_\_\_\_\_

\_\_\_\_ check enclosed      \_\_\_\_ I will pay at the door

\_\_\_\_ Visa/Mastercard # \_\_\_\_\_ Exp. Date \_\_\_\_\_

For more information please call the MODC office at (732) 223-MODC

For directions please visit the Fidelity Investments web site at:

<http://personal.fidelity.com/global/search/inquiry/resultsindex.shtml?question=red%20bank>

Or email us at [staff@modc.com](mailto:staff@modc.com)





# Summarizing The Summits

## Branding The Jersey Shore

Friday, April 15, 2005  
The Mill, Spring Lake Heights

Guest Speaker

### **Curtis Bashaw, Executive Director Casino Reinvestment Development Authority**

Sponsored by Six Flags Great Adventure

Presented by MODC s Cultural & Tourism Committee

New Jersey s Casino Reinvestment Development Authority (CRDA) has taken the lead in an initiative to reposition the Jersey Shore in the tourism marketplace, starting with a series of summits comprised of tourism leaders from around the state. Curtis Bashaw, CRDA s Executive Director, will provide an overview of the first two summits, a preview of the third scheduled for April 20<sup>th</sup>, and an indication of the initiatives that are expected to flow from the findings of the summits.

*Begin the day with a sneak preview of an upcoming workshop series The Art of Customer Care . Join us for a brief, entertaining film which highlights what can happen when customer service runs amuck, as we take a lighthearted look at a serious issue that negatively impacts the bottom line of our tourism industry.*

10:30 a.m. Customer Service Seminar Preview  
Sponsored by **The Center for Business Services, Brookdale Community College**  
11:30 a.m. Networking Reception  
12:00 p.m. Luncheon  
1:00 p.m. Guest Speaker: **Curtis Bashaw, Executive Director, CRDA**

I d like to make \_\_\_\_\_ reservations for the April 15, 2005 Luncheon  
Cost: \$30.00 MODC Member/\$35.00 Non-Member

\_\_\_ I d like to reserve a display table @ \$25.00 (members only). Set up time is 10:30 - 11:00 a.m.

Enclosed is my check for \$\_\_\_\_\_ made payable to MODC.

\_\_\_ Visa \_\_\_ M/C # \_\_\_\_\_ Exp Date \_\_\_\_\_ Total Charge \$ \_\_\_\_\_

In order to provide for sufficient refreshments at the morning session, please indicate whether you will be attending the preview: \_\_\_\_\_ **Yes, I will be attending the preview session** \_\_\_\_\_ **No, I can not attend the preview session**

NAME \_\_\_\_\_ Entrée \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
PHONE \_\_\_\_\_  
GUEST NAME(S) \_\_\_\_\_ Entrée \_\_\_\_\_  
Entrée \_\_\_\_\_

**Entrée Choice: #1 Salmon #2 Beef Bourguignonne**

Fax or send reservations to:

MODC, 2520 Highway 35, Suite 205, Manasquan, NJ 08736, FAX (732) 223-1516; e-mail: [staff@modc.com](mailto:staff@modc.com)  
Or visit our website: [www.modc.com](http://www.modc.com) (Click on the following link to register: <http://www.modc.com/041505.html>)

For directions, please visit The Mill s web site, [www.themillatsth.com](http://www.themillatsth.com), or call the MODC office.

If you do not wish to receive future emails or faxes regarding upcoming MODC events, reply via email with REMOVE in the subject line, or fax or call us with your request.