

NJBIA

REPORT TO MEMBERS *by Philip Kirschner, President*

Beginning the Next 100 Years at NJBIA

This month the New Jersey Business & Industry Association is celebrating one hundred years of service to New Jersey business. While this is a great milestone, and we are proud of our accomplishments, we remain sharply focused on what we can do to serve our members even better in the future.

One of NJBIA's top goals is to improve the state's business climate by lowering the cost of doing business, and we will continue to work closely with Governor Chris Christie's Administration on this critical effort. We must help restore New Jersey to its former position as the region's economic-growth leader.

In the 1990s, New Jersey was a regional leader in the creation of new private-sector jobs, ahead of New York, Pennsylvania, Connecticut and Delaware. But we have fallen behind them over the past decade. With the right policies on taxes, regulations and public spending, New Jersey can be the leader once again.

NJBIA will continue to seize the opportunity we now have to work with Governor Christie and the Legislature to enact a pro-business agenda. The state must continue to keep public spending under control. Budget deficits must continue to be resolved with spending cuts, as was done this year by Governor Christie, not by tax increases.

New Jersey also must reform its environmental laws and regulations, to make them more balanced, and stop enacting some of the nation's most generous employment and labor laws. NJBIA will expand its efforts to encourage members to contact law-

makers directly on these important issues. There is no more effective way to get lawmakers to enact pro-business policies.

On the regulatory front, NJBIA will continue to work closely with Lt. Governor Kim Guadagno, whose Red Tape Review Group has identified dozens of ways New Jersey can reduce the burden of regulation without compromising public health or safety.

The bottom line is this: New Jersey over the years has raised plenty of unnecessary obstacles to business investment. As a result, we are ranked near the bottom of most national business-climate surveys. Governor Christie wants to remove those obstacles, and we are committed to helping him achieve this goal.

Just as importantly, NJBIA will continue to remain focused on direct member service. We are constantly searching for better ways to help our member companies save money, develop their businesses, comply with laws affecting their businesses, navigate the state bureaucracy, and solve their problems.

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A good example is the NJBIA Manufacturing Network, which provides the Association's manufacturing members with practical information on how to save money on energy, train their workers and make their operations lean.

NJBIA is also planning a revamped members-only website that will offer valuable new content and be easier to navigate. It will allow members to go online to meet each other, discuss common business problems, and share solutions. This will be an important part of our future—utilizing the Internet so members can help members get answers to their questions.

Information is power, and NJBIA will continually strive to be the state's best business information and networking resource. As an Association, we've had a great run during the past 100 years, but we're already working on ways to serve you better in the years ahead. **NJB**

