

NJBIA

Letter from NJBIA Chairman Anthony M. Stonis President, Cardolite Corporation, Newark

Why New Jersey Needs NJBIA

I am happy for the opportunity, on the occasion of the New Jersey Business & Industry Association's 100th anniversary, to put in a good word for a great organization.

As a member of the Association Board of Trustees and its current chairman, I have had the privilege of working closely with NJBIA's staff over the past 13 years. I have found them to be highly professional and passionate about their work.

There is no organization that better serves the interests of business in this state. Over the past 100 years, NJBIA has become ever more critical to the success not only of its members, but also to the state's overall business community, and here's why:

- With 22,000 member companies, NJBIA is the nation's largest state-level employer association. This is an impressive number, but more important is the diversity of its membership. The Association represents more than a few narrow sectors of the economy. Although it started as a manufacturers association, NJBIA today represents every size business in every industry and in every corner of this state. For example, 87 percent of the Association's members are small companies with 1-49 employees. The Association listens carefully to the concerns of all of its members, large and small.

- NJBIA has leveraged its size and strength to become the state's most influential and credible advocate for business. Through its aggressive lobbying efforts and numerous programs, the Association keeps the interests of business literally in the face of legislators and regulators. NJBIA's pro-business agenda has resulted in the passage of scores of laws favorable to business in recent years, and the Association has blocked just as much legislation harmful to business.

- NJBIA's close affiliate, the New Jersey Manufacturers Insurance Company (NJM), has saved Association member companies and their employees billions of dollars since 1918 through its prudent fiscal policies and its practice of paying dividends to policyholders. Eligibility to apply for

NJM insurance coverage (workers' comp, commercial auto, personal auto and homeowners) is one of the great benefits of membership.

- NJBIA is the only statewide business association that continues to promote the importance of a healthy manufacturing sector to state politicians. It constantly advocates pro-manufacturing laws, and its "Made in New Jersey Day" event at the Statehouse in Trenton has become a popular regular event.



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- Through its Manufacturing Network, NJBIA is also helping New Jersey manufacturers by providing them with practical information and resources to help their businesses. This service attitude is just as evident in the Association's relationship with its members in other industries.

All of this comes with extremely modest membership fees. In fact, NJBIA has the lowest dues schedule for any Association of its kind in the nation.

NJBIA truly is one of New Jersey's great success stories. To paraphrase what former State Commerce Commissioner Borden Putnam once said, if the New Jersey Business & Industry Association didn't exist, we'd surely have to invent it. **NJB**