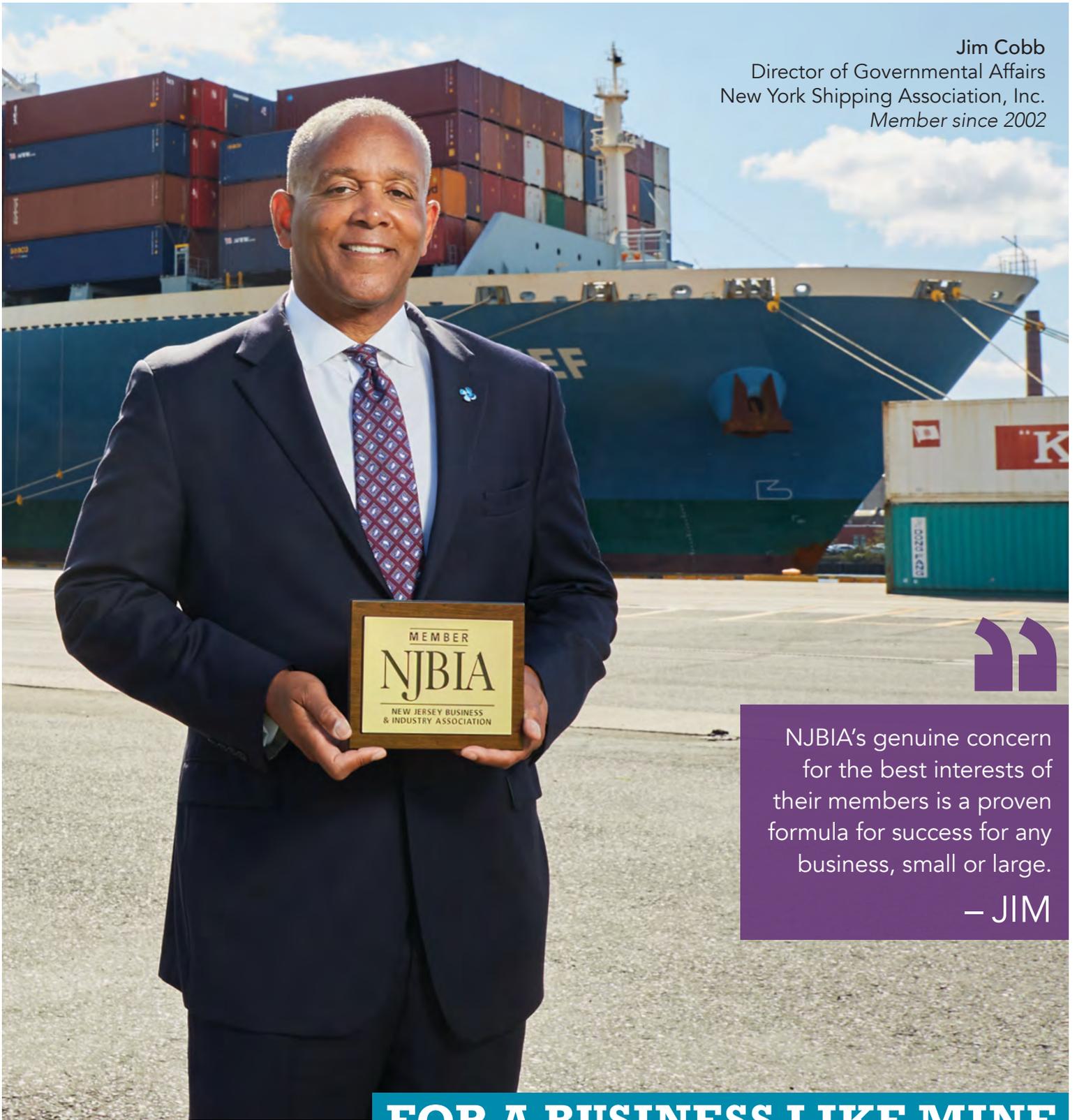


Jim Cobb  
Director of Governmental Affairs  
New York Shipping Association, Inc.  
*Member since 2002*



NJBIA's genuine concern for the best interests of their members is a proven formula for success for any business, small or large.

– JIM

**FOR A BUSINESS LIKE MINE**

**NJBIA**  
New Jersey Business  
& Industry Association



What we value most about our NJBIA membership is the association's ability to identify problems threatening the prosperity of our businesses. Michele [Siekerka] and her team do a fantastic job of not only illuminating the problems, but developing strategies we can support to protect our collective interests.

– PATRICK

Patrick Delle Cava  
Business Manager  
IBEW Local 102  
Member since 2015



At the New Jersey Business & Industry Association, your success is our mission. We can lower your costs, expand your market reach and meet the challenge of doing business in New Jersey.

**As an NJBIA member, you will get:**

1. An advocate on your behalf for pro-business laws
2. Connections to help your business grow
3. Valuable information and resources
4. Health benefits solutions
5. Access to a wide range of money-saving benefits
6. FREE legal consultation
7. Solutions to your business problems with prompt personal assistance

Join NJBIA and find out how we promote the competitive excellence and financial success of our member companies and the 1 million jobs they provide.

Our Member Action Center resolves thousands of member issues. We can help navigate government bureaucracy and assist with common HR and business issues by providing:

- ▶ Get up to 90 minutes of **FREE** legal consultation on business disputes, employment issues and business operations each month
- ▶ Unlimited consultation on HR and other pressing business issues
- ▶ Compliance information on new laws and regulations
- ▶ Assistance on permitting and municipal approvals
- ▶ Help identifying procurement opportunities
- ▶ Strategies to expand your presence in the marketplace

As an NJBIA Member, receive up to 90 minutes of FREE legal consultation per month.

[www.njbia.org/mac](http://www.njbia.org/mac)  
**1-800-499-4419**  
[member411@njbia.org](mailto:member411@njbia.org)





As a small HR department, the need for employment-related guidance presented itself shortly after the NJBIA MAC was up and running. The MAC ... provided a timely and cost-effective solution to receive employment-policy related guidance.

– DIANE

Diane Culligan  
Director of Human Resources  
Collier Youth Services  
Member since 2008

Sivaraman Anbarasan  
Executive Director  
New Jersey Community College  
Consortium for Workforce &  
Economic Development  
*Member since 1991*



Access to industry experts and valuable research information is one of the key benefits we derive from NJBIA. With that access, we are able to do our jobs better ...



– SIVARAMAN

Many new laws and regulations take effect every year. You can't be expected to keep up – you've got a business to run! That's where we come in. NJBIA's Government Affairs experts protect your interests when legislation could impact your business.

**Policy Committees**

Meet with your colleagues to discuss top priority issues. Receive regular e-news alerts on topics not covered in the news.

**Meet the Decision Makers**

Meet legislative leaders, the Governor's top advisors, cabinet members and other high-level decision makers at events throughout the year.

**NJBIA Issue Experts**

We answer hundreds of your questions each year on topics including Human Resources, Energy, Taxes, Healthcare and more. We help guide you through the state's bureaucratic maze to get the answers you need.

**County Employer Legislative Committees (ELC) Meetings**

Tell your local legislators what's on your mind at county meetings over an informal breakfast or lunch.

**Grassroots Action**

On critical business issues before the Legislature, NJBIA sends e-mail alerts to its members. These alerts make it easy for you to react to legislation by sending a quick e-mail to your legislators.

**NJBIA's Basic Skills Training**

Working with the Community College Consortium, this program provides classes at 19 community colleges for basic skills training for employers and their employees.

# 3,196:

Bills impacting business operations tracked by NJBIA in the last legislative session!

Enjoy exclusive eligibility to apply for savings with our top-rated affinity programs.

- ▶ **NEW** – Members now have access to a full selection of competitively priced, self-funded health benefit plans including Direct Access, EPO, HSA and OMNIA designed by Horizon BCBS of New Jersey and administered through **Association Master Trust**. Dental, group life and prescription plans are also available.
- ▶ Save up to 36% on shipping services by taking advantage of some of the most competitive rates available from **UPS, Estes** and **YRC**.
- ▶ Save on over 30,000 office products when ordering with **Office Depot**.
- ▶ Energy-saving products and services from **Direct Energy Business** help you develop energy management solutions to protect your bottom line.
- ▶ Non-cash transaction and credit-card processing systems with NJBIA's **Priority Payment Systems Local** will lower your costs and supply you with state-of-the-art equipment.
- ▶ Save on your state-mandated disability insurance through special member discounts from **Arch Insurance**.

*Association Master Trust*

**Office  
DEPOT**

payment technology powered by  
**PRIORITY**  
PAYMENT SYSTEMS LOCAL

 **Arch** | Insurance

 **Direct  
Energy**  
Business

 **ups**

**ESTES**

**YRC**  
FREIGHT



Mike Beson  
President  
Guide Publications  
Member since 2003



Because of NJBIA I was able to purchase health benefits through their new program. So I saved money, and I have a great package for my family.

– MIKE



KRS was impressed with the programs offered by NJBIA's Young Professionals Network and we even hosted a committee meeting here at the KRS office to provide a financial education seminar geared toward young professionals.

– DIANE

Diane Pineda  
Senior Staff Accountant  
KRS CPAs  
Member since 2006

NJBIA holds a variety of seminars, webinars, events and meetings that give you the tools you need to be successful and make connections with industry peers, business leaders and government officials to help your business grow.

### Trademark Events

- ▶ Cybersecurity / Information Technology
- ▶ Women's Leadership
- ▶ Golf Day



### Awards

Get recognition for you, your company and your colleagues and capitalize on the high visibility of our prestigious awards

- ▶ Awards for Excellence
- ▶ New Good Neighbor



### Government Affairs

- ▶ Meet the Decision Makers
- ▶ Policy Committees
- ▶ Impact Symposium
- ▶ Government Affairs Live Webinars and On Demand



### Education & Training

- ▶ In-Person Seminars
- ▶ Webinars Live and On Demand
- ▶ HR and Business Issues
- ▶ Educational Credits
- ▶ Emerging Issues



### Networking / Connections

- ▶ Member Networking
- ▶ Young Professionals
- ▶ Leadership Network
- ▶ Industry / Topic Oriented

See what's coming up at [www.njbias.org/events](http://www.njbias.org/events)

NJBIA can show you the way and keep you current in the business world.

**www.njbia.org**

Our newly designed website offers timely and relevant information and resources in order for your company to grow, register for events and have access to our member-only pages, including labor and employment law, health insurance and more.

**Member Marketplace**

The marketplace is a directory that helps members of the business community identify companies that provide a wide variety of products and services.

**New Jersey Business Magazine**

Our award-winning magazine that reaches more than 120,000 business executives in the state. In-depth articles on business and industry news, statewide economic development, plus small business trends and advice are featured each month.

**New Jersey Business Today**

Our daily e-mail news service delivers the day's breaking business news to more than 20,000 subscribers.

**NJBIA & Social Media**

Follow us across social media platforms for the latest regarding members, opportunities, trends, laws and regulations and more.



**Legislative Directory App**

Find out who represents you in Trenton and Washington and get the information you need to contact them.



If someone were to ask me if they should join NJBIA, I would say most definitely. NJBIA has such a strong network within this area, and such a great community, that missing a meeting (or event) is almost like missing an opportunity to make money.

– JASON

Jason Messinger  
Vice President  
BBZ Limousine and Livery Service  
Member since 2002

Wayne Carena  
General Manager  
Park Ave BMW  
Member since 2016



The fee [to join] is very cost effective, so it's really a 'no brainer.' To stay on top of things, to be able to network, to find benefits for your employees, it's an all-around good thing. There's no reason not to be a part of NJBIA.

– WAYNE



1. Complete and sign the membership application.
2. Choose a payment option.
3. Mail or fax application and dues to:  
 NJBIA 10 West Lafayette Street, Trenton, NJ 08608-2002  
 Phone: 609-393-7707, ext. 2673 Fax: 609-503-9108

Sign Up Online at [www.njbja.org/join](http://www.njbja.org/join)

**DUES SCHEDULE (effective through 12/31/2018)**

Average Number of Employees Working in NJ	Student	Individual	1	2-10	11-24	25-49	50-99	100-249	250-499	500-999	1,000-2,499	2,500-4,999	5,000+
<b>Annual Dues*</b>	<b>\$100</b>	<b>\$299</b>	<b>\$325</b>	<b>\$375</b>	<b>\$425</b>	<b>\$600</b>	<b>\$750</b>	<b>\$1,200</b>	<b>\$1,800</b>	<b>\$2,500</b>	<b>\$4,500</b>	<b>\$7,800</b>	<b>\$9,900</b>

For out-of-state organizations wanting to join please call Member Services at 609-393-7707 ext. 2673.

**COMPANY**

Company Name		Address					
Phone	Fax	City		State	Zip	County	
Website		No. of NJ employees (full-time equivalent calculating full and part-time)					
Description of business ( <b>Required</b> —be as specific as possible)							
Type of ownership (choose one): <input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Limited Liability Company (LLC) <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Professional Corporation (PC) <input type="checkbox"/> Not for Profit							

**INDIVIDUAL CONTACT** (Please include e-mail addresses. Also include phone number *if different from above.*)

Membership Contact	Individual to Receive Dues Invoice	President or CEO	Human Resources	Public/Government Affairs If applicable
First Name	First Name	First Name	First Name	First Name
Last Name	Last Name	Last Name	Last Name	Last Name
Title	Title	Title	Title	Title
E-mail	E-mail	E-mail	E-mail	E-mail
Phone	Phone	Phone	Phone	Phone

For companies with multiple locations in NJ, please list only NJ branches, subsidiaries, offices, etc. with active employees in NJ on a separate sheet and provide the facility name, address, telephone and fax numbers. When calculating number of NJ employees above, be sure to include individuals employed by all NJ subsidiaries and branches so they may be eligible for membership benefits. Applications are all subject to review to determine eligibility.

Signature (required) \_\_\_\_\_ Date \_\_\_\_/\_\_\_\_/\_\_\_\_

**PAYMENT OPTIONS**

<input type="checkbox"/> Check enclosed for \$_____ made payable to NJBIA.
<input type="checkbox"/> Charge \$_____ to <input type="checkbox"/> American Express <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard
Card Number: _____ Exp Date: _____ CVW#: _____
Cardholders Name (print) _____
Cardholders Address _____ State _____ Zip _____
Signature _____

**HOW DID YOU HEAR ABOUT US?**

Email

Advertisement

Online

NJM

Other: \_\_\_\_\_

Membership dues are non-refundable. \$24.00 of your membership fee is for a subscription to *New Jersey Business* magazine.

**FOR ASSOCIATION USE ONLY**

NJBIA Member #:	Staff Codes:	Source Code	NAICS Code	SIC Code
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## FOR A BUSINESS LIKE MINE

10 West Lafayette Street  
Trenton, NJ 08608  
609-393-7707  
[www.njbia.org](http://www.njbia.org)  
[info@njbia.org](mailto:info@njbia.org)

## NEW JERSEY BUSINESS

A Publication of the New Jersey Business & Industry Association

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