



## **THE STATE OF BLACK NEW JERSEY 2015 CONFERENCE**

**“Fostering Relations to Improve New Jersey’s Competitiveness”**

**April 16, 2015**

**9:00 a.m.—3:00 p.m.  
Hyatt Regency Princeton, NJ**

### **Conference Objectives**

The objective of the annual Conference is to foster relationships, obtain perspectives, develop best practices, and form solutions, which will serve to strengthen our collective efforts to make New Jersey more competitive.

### **Participating Organizations**

**Members of the New Jersey State Legislature  
State Employment & Training Commission (SETC)  
Newark Fair Housing and Equal Opportunity Center, (FHEOC)  
US Department of Housing & Urban Development (HUD)  
Department of Transportation (DOT)  
John S. Watson Institute for Public Policy, Thomas Edison State College (JSWIPP)  
NJ Business Action Center (BAC)  
The Garden State Bar Association**



The African American Chamber of Commerce of New Jersey has been incorporated as a 501(c)(3) in accordance with the Internal Revenue Code and provides advocacy and support for businesses throughout the State of NJ.  
[110 West State Street, Suite 2B, Trenton, NJ 08608](http://110 West State Street, Suite 2B, Trenton, NJ 08608) 609-571-1620 [www.aacnj.com](http://www.aacnj.com)



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April 16, 2015

Dear Friends:

On behalf of the Board of Directors of the African American Chamber of Commerce of New Jersey (AACCNJ), we seek daily, solutions to systemic challenges in New Jersey's economy; i.e., academic achievement disparities, chronic unemployment, wealth gap, etc. all of which place a tremendous burden on our constituency and other groups seeking to assimilate and become a part of the mainstream.

Therefore, we have assembled a group of participants, at our State of Black New Jersey Conference, representing business, transportation, government, agencies, and the New Jersey legislature to share their experiences, public policy initiatives, and best practices with those in attendance. The goal of the conference is to provide you with access to information and resources that would serve to strengthen the overall competitiveness of New Jersey. Additionally, to foster relationships that will lead to increased efforts to implement current policies or the modification of existing policies to provide greater value to the constituency of the AACCNJ. The lessons derived from this conference will pay huge dividends in the future. Your contributions to the success of this event are greatly appreciated.

The AACCNJ performs an essential role in the economic viability of New Jersey, and serves as the voice of over 66,000 African American business owners across the state of New Jersey. While providing a platform for New Jersey's African American business leaders, to speak with a collective voice, the AACCNJ advocates and promotes economic diversity while fostering a climate of business growth through major initiatives centering on education, health, and public policy.

New Jersey's greatest asset is its diversity, and the AACCNJ is up to the challenge to ensure that the African American community is an equitable beneficiary in the states' prosperity. Thank you again for your support of this event, and a special thank you to our sponsors **Wells Fargo, AT&T, EJE Travel Retail and Atlantic City Electric** and this year's conference speaker, moderators and panelists.

Sincerely,



*John E. Harmon, Sr.*  
President & CEO, AACCNJ  
Chairman, NBCC



*Hosea Johnson*  
Chairman of the Board  
AACCNJ



***Brian M. Hughes***  
***County Executive***  
***County of Mercer***

Brian M. Hughes is the fourth person to serve as Mercer County Executive. He was elected in November 2003, becoming the first Democrat to hold the post in 24 years, and was re-elected to a third term in November 2011.

Hughes, the son of former Governor and Supreme Court Chief Justice Richard J. Hughes, has lived in Mercer County most of his life, both in Trenton and in Princeton. Prior to becoming County Executive, Hughes served as Deputy Executive Director of the Governor's Council on Alcoholism and Drug Abuse. In 1997, Hughes was elected to the Board of Chosen Freeholders and served two terms, including a term as Freeholder President.

Hughes has focused on restoring fiscal discipline to County government and expanding economic opportunities for all County residents. The county tax rate is significantly lower than it was when County Executive Hughes first took office in 2004. The tax rate at that time was almost 55 cents per \$100 of assessed property value. Because of prudent fiscal management and good government practices, the County has actually lowered its tax rate in the past five years through 2008. Today the tax rate stands at 48 cents per \$100 of assessed property value. Under his leadership, Mercer County has pursued a stronger relationship with the private sector, opening the government bidding process to more businesses, implementing innovative loan and Co-Op programs, and holding workshops and seminars to assist businesses, contractors, and vendors in doing business with Mercer County.

Since taking office, Hughes has consistently maintained his priorities of sound financial management, job creation, and enhancing and retaining essential County services with minimal impact on taxpayers. Currently, the County Executive is spearheading the critical effort to construct a new criminal courthouse in downtown Trenton to replace the existing, century-old courthouse. This is the largest, most complex public construction project in the County's history. Not only does this project bring hundreds of new labor jobs, but it will also restore some of the beauty to downtown Trenton. The new courthouse is being built to environmentally-friendly LEED standards as well, which simply means it will use energy, light, and water very efficiently—saving taxpayer money in the future.

As County Executive, Hughes has led an ambitious effort to further the County's open space preservation efforts, including a successful ballot initiative that provides additional funding to the program. To date, the Hughes administration has preserved 2,873 acres of open space and farmland, for a total of 19,567 preserved acreage countywide, ensuring natural resources and local agriculture will always have a place in Mercer County. In 2004, thanks to Hughes' efforts, in partnership with the Board of Chosen Freeholders, Mercer County became the first county in New Jersey – and quite possibly in the nation – to ban the practice of pay-to-play by strictly limiting political contributions from individuals or entities seeking to do business with the County. This focus on ethics reform also led Hughes to create the County's first Office of Inspector General. Hughes is a graduate of Thomas Edison State College. He lives in Princeton and is married to Pamela Rago Hughes. The couple has a son, Sullivan.



## THE STATE OF BLACK NEW JERSEY 2015 CONFERENCE

*“Fostering Relations to Improve New Jersey’s Competitiveness”*

**April 16, 2015**

**9:00 a.m. – 3:00 p.m.**

**Hyatt Regency Princeton, NJ**

*Registration*..... 9:00 a.m. - 9:30 a.m.

*Opening Remarks*.....9:30 a.m. - 9:35 a.m.

*John E. Harmon, Sr., IOM, President CEO, AACCNJ, Chairman, NBCC*

### *Conference Welcome*

*Brian M. Hughes, County Executive, Mercer County*..... 9:35 a.m. – 9:40 a.m.

*Moderator/Event Sponsor Remarks*.....9:40 a.m. – 9:45 a.m.

*A.M. Session*.....9:50 a.m. – 11:20 a.m.

*Topic - “Building the Pipeline for Future Success, and Business Development -  
The Intersection of Education, Employment and Economic Opportunities.”*

*Moderated by—Lloyd Freeman, Associate, Archer & Greiner, Member, Garden State Bar Association*

### Panelists

**Michele E. Boronkas**, Executive Director, State Employment & Training Commission (SETC)

**Brenda Edmondson**, Chief, Program Compliance Branch, Newark Fair Housing and Equal Opportunity Center,  
US Department of Housing & Urban Development (HUD)

**Jamie Fox**, Commissioner, New Jersey Department of Transportation (DOT)

**Barbara George Johnson**, Exec. Dir., John S. Watson Institute for Public Policy, (JSWIPP)  
Thomas Edison State College

**Don Newman**, Director of Small Business Advocacy, NJ Business Action Center (BAC)

*LUNCH* .....11:30 a.m. – 12:20 p.m.

*Introduction of Conference Speaker, Hosea Johnson*, Chairman of the Board, AACCNJ,  
President, Johnson Associates Systems

*Conference Speaker – A. Bruce Crawley*, APR, Founder of the African American Chamber of  
Commerce of Philadelphia, President/CEO, Millennium.....12:20 p.m. – 12:50 p.m.

*P.M. Session*.....1:00 p.m. – 2:30 p.m.

*Topic – “Public Policies – Essential to New Jersey’s Competitiveness”*

*Moderated by – Akinyemi Akiwowo*, President-Elect, Garden State Bar Association

### Panelists

The Honorable BettyLou DeCroce, State Assemblywoman, New Jersey Legislature

The Honorable Thomas H. Kean, Jr., State Senator, New Jersey Legislature

The Honorable Raymond J. Lesniak, State Senator, New Jersey Legislature

The Honorable Joe Pennacchio, State Senator, New Jersey Legislature

The Honorable Ronald L. Rice, State Senator, New Jersey Legislature

The Honorable Stephen M. Sweeney, State Senate President, New Jersey Legislature

The Honorable Troy Singleton, State Assemblyman, New Jersey Legislature

*Question & Answer Period* .....2:30 p.m. – 2:45 p.m.

*Closing Remarks* .....2:45 p.m. – 3:00 p.m.

*John E. Harmon, Sr., IOM, President CEO, AACCNJ, Chairman, NBCC*



## ***KEYNOTE SPEAKER***



***A. Bruce Crawley, A.P.R.  
President & Principal Owner  
Millennium 3 Management, Inc.(M3M)***

Prior to establishing M3M in 2006, Crawley served as president of Crawley Haskins Sloan PR & Advertising, which he founded in 1989. Prior to that, Crawley was employed at First Pennsylvania Bank, where he was senior vice president and director of public and investor relations. He also served for three years as the Bank's advertising director. An accredited member of the Public Relations Society of America (PRSA), Crawley is also a past president of the National Association of Urban Bankers (Urban Financial Services Coalition).

Active for years in the Philadelphia hospitality industry, Crawley is a member of the executive committee of the Philadelphia Convention and Visitors Bureau (PCVB), and served for five years as chairman of the organization's board. He was also a co-founder of the Convention Bureau's Multicultural Affairs Congress and a founding member of the Greater Philadelphia Tourism Marketing Corporation. In 1993, Crawley founded Philadelphia's African-American Chamber of Commerce and served as that organization's chairman for 13 years.

He currently serves on the board of Independence Blue Cross, where he is a member of the Executive Committee and the chairman of the board-level committee on Minority Employment and Contracting. He's also a member of the board of trustees at St. Joseph's University, where he serves as chairman of the Trustee Marketing and Public Relations Committee. In addition, Crawley serves as a member of the board at his alma mater, St. Joseph's Preparatory School. He's a board member of the Children's Literacy Initiative and a former member of the board of The Claridge Casino Hotel. He's also a former member of Philadelphia 2016, the non-profit organization that managed the city of Philadelphia's bid to host the Summer Olympics, a former chair of the Urban League of Philadelphia, a former member of the board of trustees of the National Urban League and a former chair of Philadelphia's UNCF Telethon. Crawley holds a B.S. degree in marketing management from St. Joseph's University and a master's degree in journalism from Temple University, where he was named to the School of Communications and Theater's Hall of Fame, in 2004. In 2014, he was inducted into St. Joseph's University's Haub Business School Hall of Fame.





## **A.M. PANELISTS**



***Michele E. Boronkas, Executive Director  
New Jersey State Employment & Training Commission (SETC)***

The mission of the State Employment and Training Commission (SETC) is to improve the skills of New Jersey's workforce by creating a coherent, integrated system of employment and training programs and services which, in concert with the efforts of the private sector, will provide each citizen of the State with equal access to the learning opportunities needed to attain and maintain high levels of productivity and earning power.

The SETC partners with business, employees and job seekers, organized labor, and state and county agencies to set policy, develop plans and evaluate the performance of the workforce system to improve the workforce for the economic viability of New Jersey.

The SETC identifies and analyzes critical issues relating to workforce readiness and provides policy guidance to the Governor and to state professionals in the fields of employment, training and education; supports innovative programs that advance collaboration among governmental agencies; and, reports to the Governor on the progress that has been made and the issues that must be addressed in the area of employment, training and education.



***Brenda Edmondson  
Chief, Program Compliance Branch  
Newark Fair Housing & Equal Opportunity Center (FHEOC)***

Brenda Edmondson has held this position for the last 16 years. Ms. Edmondson returned to New Jersey from HUD Headquarters, where she was an Equal Opportunity Specialist for 5 years. In D.C., she was responsible for HUD's activities in response to high profile litigation cases, providing training and technical assistance to HUD's 10 Regions, conducting high profile compliance reviews and other civil rights-related monitoring functions.

As Chief of the Program Compliance Branch, she has civil rights related programmatic oversight for the State of New Jersey's approximately 900+ recipients of Federal financial assistance. Ms. Edmondson received her Master's Degree in Public Administration from Rutgers University in 1977.



***Jamie Fox***  
***Commissioner***  
***NJ Department of Transportation***

Jamie Fox was appointed Commissioner of the New Jersey Department of Transportation on September 22, 2014. Jamie Fox has a long and distinguished career in state and federal government serving as a senior public official. Jamie has served in senior positions under five Governors from both parties. Jamie's areas of expertise are in transportation, strategic planning, management, policy development, legislative relations and crisis management.

Prior to coming to the Department of Transportation, Jamie was a partner in Fox & Shuffler. Jamie also served as Commissioner of the Department of Transportation in 2002, Chairman of the Board of NJ Transit, Deputy Executive Director of the Port Authority of New York and New Jersey as well as Chief of Staff to New Jersey Governor James McGreevey, and Deputy Chief of Staff to New Jersey Governor James Florio. During his former tenure at DOT, Jamie oversaw several historic and bi-partisan reforms at the DOT including fixing the long troubled E-ZPass system, consolidating the Turnpike and Parkway Authority and a historic legislative overhaul of the New Jersey Division of Motor Vehicles.

Jamie graduated with a B.A. in Political Science from Villanova University. In 1991, he participated in the State and Local Government program at the John F. Kennedy School of Government at Harvard University. Jamie grew up in Union, NJ and currently resides in Lambertville, NJ.



***Barbara George Johnson, Executive Director***  
***John S. Watson Institute for Public Policy (JSWIPP)***  
***Thomas Edison State College***

Barbara manages the activities of the New Jersey Urban Mayors Association. She also oversees the six policy centers housed at JSWIPP. Included in her portfolio at JSWIPP is the Center for Health Policy Development which focuses on a broad range of issues from medical electronic records systems regulations/ intra and interstate implementation, childhood obesity reduction and reduction of health disparities.

Barbara George Johnson has over 20 years of experience in the health care arena. Barbara earned a Bachelor of Arts in Biology and Technology from Cornell University and an MPH from Columbia University School of Public Health. She spent many years working in health care where she concentrated on Maternal and Child Health issues. First, as a Public Health Adviser for the Department of Health in New York City where she worked with infants born at-risk for developmental delays due to exposure to drugs. Later, as the Director for the Family Life Institute of Planned Parenthood of Metropolitan New





Jersey where she focused her efforts on teen pregnancy prevention, reproductive freedom, and HIV/AIDS prevention and education. Barbara also created the Newark Kids Initiative project for the Newark Health Department, a program that focused on healthcare and social services for children exposed to domestic violence. In addition she has participated in many task forces on HIV/AIDS including the Newark Prevention Marketing Initiative which was a task force created by the Centers for Disease Control to address the increase of HIV/AIDS in Newark.

Additionally, Barbara earned a Law degree from Rutgers-Newark Law School and was the first Legislative Director for the American Civil Liberties Union of New Jersey. In this capacity, she made her mark as a grassroots organizer and successfully chaired and led the Family Equality Coalition to its victorious passage of Domestic Partnership legislation. Barbara recently worked as a senior associate at MBI GluckShaw one of Trenton's most prominent lobbying firms where she was responsible for several renowned health care clients including the New Jersey Primary Care Association, New Jersey Council of Teaching Hospitals and the Academy of Pediatrics-New Jersey Chapter. She worked on both federal and state legislation and regulations enabling her to develop relationships with both federal and state legislators. Her work at GluckShaw lead to legislative victories including passage of legislation appropriating \$40 million of permanent funding for the state's Federally Qualified Health Centers and working with stake holders to study and encourage legislation such as the Family Care Act which expanded coverage of children eligible for health insurance under the state health plan.

***Don Newman***  
***Director of Small Business Advocacy***  
***New Jersey Business Action Center***



In this position Don provides services to business of all sizes and at all stages of development, from startups through maturity. The Business Action Center (BAC) serves as a one-stop shop for business. The NJ BAC team plays a vital role in working to retain and attract business to the State, providing professional and coordinated assistance to businesses. The Business Action Center's Office of

Business Advocacy, supported by the Business Call Center, serves as a one-stop shop for business. The team plays a vital role in working to retain and attract business to the State, providing professional and coordinated assistance to businesses. The Business Advocates will walk you through the vast array of the State's incentive and financing programs available to your business. We can identify the specific programs for which your business may be eligible, and help locate the resources that best meet your needs. In addition, the Advocates are invaluable when it comes time to begin the application process, assisting in completing the necessary paperwork.

The Business Advocates provide professional, coordinated services to help new and existing businesses navigate New Jersey's regulatory processes. By actively working with various state agencies and departments, such as the Department of Environmental Protection, the Department of Community Affairs and the New Jersey Department of Transportation, the team studies all of the issues involved, quickly accesses the challenges and formulates solutions. Beyond its numerous contacts on the state level, the Business Advocates have excellent working relationships with county and local government entities throughout New Jersey.



## **P.M. PANELISTS**



***Steve Sweeney***  
***Senate President***  
***3<sup>rd</sup> Legislative District***

**Occupation:** Vice-President, International Association of Iron Workers

**Public Party Service:**

Gloucester County Board of Freeholders, Director 1997-2010

**Legislative Service:**

Senate 2002-present, Senate President 2010-present,

Democratic Majority Leader/Conference Chair 2008-09.

Senate President Steve Sweeney represents New Jersey's Third Legislative District. First elected to the New Jersey Senate in 2001, he has served as Senate President since 2010. An ironworker by trade, Senator Sweeney has been a strong advocate for organized labor and the rights of workers, having sponsored laws to raise New Jersey's minimum wage and create the state's Paid Family Leave program.

When his daughter was born, Senator Sweeney spent nearly two months with her in the hospital, an experience that helped him craft and create New Jersey's Paid Family Leave program. He's also remained a tireless advocate for individuals with developmental disabilities throughout his career. In 2010, Senator Sweeney helped design and pass 30 bills, known collectively as "Back to Work NJ," that aimed to help create jobs and economic growth in New Jersey. Continuing to fight for New Jersey's middle-class working families, in 2012 Senator Sweeney introduced legislation that would provide incentives to small businesses that hire New Jersey's long-term unemployed. In 2014 Senator Sweeney sponsored a law that ensures students with disabilities are not prevented from participating in athletics and are provided with reasonable accommodation or modification based on the student's individual needs. As Senate President, he has taken a leading role in promoting property tax relief and refocusing the state's fiscal priorities.



***Senator Ronald L. Rice***  
***28<sup>th</sup> Legislative District***

A.S. Essex County College (Police Science)

B.S. John Jay College of Criminal Justice (Administration & Planning)

M.A. Rutgers University (Criminal Justice)

Rutgers School of Law

**Occupation:** Legislator

**Public Party Service:** NJ Legislative Black Caucus Chair 2009-present  
City of Newark Deputy Mayor 2002 – 06, Council 1992 – 98

Legislative Service: Senate 1986 – present, Assistant Majority Leader 2008-09, Associate Minority Leader 1998-2001, Assistant Deputy Minority Leader 1994 – 97, Assistant Majority Leader 1990 – 91

Committees: Joint Committee on Economic Justice and Equal Employment Opportunity, Co-Chair  
Joint Committee on the Public Schools, Co-Chair; Community and Urban Affairs, Vice-Chair  
Health, Human Services, and Senior Citizens

Senator Ronald L. Rice, who is one of the senior ranking Senators in the State of New Jersey, was first elected to the New Jersey State Senate's 28th legislative district by special election on November 18, 1996, filling the unexpired term of the late John P. Caufield. The Senator is known in Trenton for his independence as a legislator, often refusing to yield to pressures from either side of the aisle on issues he feels are important to the people of New Jersey. The constituents of the 28th District know that Senator Rice will fight for their best interests, and is not beholden to either the whims of special interests or to party affiliations. Prior to his Senate election, Senator Rice was elected to the Newark Municipal Council as the first African-American to ever hold the city of Newark's West Ward council seat. After being elected to the Senate, he made history again by being the first African-American in the history of the State of New Jersey to hold both a State government elected office and a local government elected office at the same time.

Born in Richmond, Virginia on December 18, 1945, Senator Rice moved to Newark with his family in 1955. He graduated from South Side High School (now Malcolm X Shabazz) and attended Essex County College (Who's Who in America honors), Howard University, John Jay College of Criminal Justice (Cum Laude honors), Rutgers University School of Criminal Justice, where he received his Masters Degree and graduated with Dean's List honors, and Rutgers University Law School.

In his Senate career, Senator Rice has served on the Law and Public Safety Committee, the Environment Committee, the Senate Budget and Appropriations Committee, the Urban Planning Committee and several Juvenile task forces. On the national level, he has served on the National League of Cities' Energy, Environment and Natural Resource Committee as Vice Chairman, and the Sub-Committee on Energy as Chairman, the American Association of Blacks in Energy and the National Caucus and Center on Black Aged, Inc.



***Senator Thomas H. Kean, Jr.***  
***21<sup>st</sup> Legislative District***

**Education:** B.A. Dartmouth College (History)  
M.A.L.D., Completed Doctoral Studies ABD, Fletcher School of Law and  
Diplomacy at Tufts University (International Relations)

**Occupation:** Legislator

**Legislative Service:**

Senate 2003-present, Minority Leader 2008-present, Minority Whip 2004-07,  
Deputy Whip 2003  
General Assembly 2001-03

At the core of Tom Kean is the noble ambition that through public service, and the determination to turn ideas into action, one person, can make a lasting difference. Tom's call to public service has been inspired by the proud heritage of the Kean family. The grandson of former U.S. Representative Robert Winthrop Kean and son of former Governor Thomas H. Kean Sr., Tom is continuing a legacy of dedicated public service to New Jersey.

Tom has answered the call to public service many times in his life, serving as both a volunteer firefighter and emergency medical technician, and now a recognized leader in the New Jersey State Senate. His career in the New Jersey Legislature began in the General Assembly where he quickly developed a reputation as a leader on ethics reform. Overall, Tom has staked out a legislative career that can be described as thoughtful yet determined in its approach to solving the problems facing New Jersey. Tom currently serves on the Senate Higher Education, Senate Commerce and Legislative Oversight committees. He is also the Senate appointee to the New Jersey Council on the Arts, the New Jersey Israel Commission and the New Jersey Amistad Commission.

Tom's colleagues have continuously recognized his leadership abilities and have on several occasions elected him to leadership posts. In the Assembly, Tom was the Chairman of the Republican Policy Committee and served as Vice Chairman for the State Government Committee. In 2004, Tom was unanimously elected as Senate Minority Whip. He has served as the Senate Minority Leader since 2008. Tom's work in the Legislature has also been recognized by several organizations both in New Jersey and across the country. Recently, Tom was one of only twenty-four elected officials from across the United States to be chosen as a distinguished Aspen Rodel Fellow in Public Service. In 2002, Tom was named one of forty state leaders from the entire nation to be recognized as a Toll Fellow by the Council of State Governments for high achievement and service to state government. In 2005, the New Jersey Conference of Mayors named Tom as a Legislative Leader. He has also received, for the second year in a row, the Amerigroup Foundation's Champion for Children award for his advocacy on behalf of children's health issues. Tom also has been named Legislator of the Year by the Fireman's Benevolent Association and has received a 100% voting record with the National Federation of Independent Business.

Tom is a graduate of Dartmouth College where he earned his degree in history. He is currently completing his doctoral dissertation in international relations at Tuft's University - The Fletcher School of Law and Diplomacy, where he also received his M.A.L.D. and was employed as a Graduate



***Senator Joseph Pennacchio***  
***26<sup>th</sup> Legislative District***

**Education:** B.S. Brooklyn College (Biology)  
D.D.S. New York University College of Dentistry  
**Occupation - Dentist**

**Public/Party Service:**

N.J. Economic Development Authority 1998-2001  
Morris County Board of Freeholders 1999-2001

**Legislative Service:**

Senate 2008-present General Assembly 2001-07,  
Appropriations Officer 2004-07

Senator Pennacchio was elected to represent the 26th District from the New Jersey State Senate on January 8, 2008 and was re-elected in 2011. Prior to serving in the State Senate, Joe Pennacchio was elected to the New Jersey State Assembly from 2000 to 2008. He has been assigned to the Senate Budget and Appropriations Committee, as well as the Senate Transportation Committee.

The Senator has been on the forefront for Transparency in Government. His efforts helped bring a comprehensive, inclusive website to New Jersey. It shows taxpayers exactly how each and every dollar is being spent in a timely, user friendly easy to use website and ultimately a useful tool in cutting wasteful, questionable spending. His legislation would also bring transparency to all levels of government. Then Assemblyman, Pennacchio secured 300 acres of the former Greystone tract for Morris County to be used in perpetuity for open space and recreation. As Senator, he successfully lobbied the Christie Administration to commit an additional 100 acres of the former Greystone tract for the same purpose in 2012.

Senator Pennacchio has been recognized as a "Taxpayer Champion" by the New Jersey Taxpayer Alliance receiving a 100% score regarding ten bills that were vital to New Jersey's taxpayer communities. In the past, Americans for Prosperity has also given their coveted "A" rating to State Senator Joe Pennacchio for his efforts on behalf of New Jersey taxpayers. Pennacchio has been recognized as a Guardian of Small Business from 2008-2011 from the New Jersey Federation of Independent Business. Senator Pennacchio served on the Morris County Board of Chosen Freeholders from 1998 to 2001, where he served as freeholder liaison to the county administration and finance offices, and was deputy liaison to the County's Department of Human Services. As Freeholder, Pennacchio started the Kids First program in Morris County, which highlights and addresses children's issues. The Senator helped to bolster the Morris County economy by establishing a \$75 million economic growth fund for Morris County and worked to secure funding for the Master Plan for the Picatinny Technology Transfer Program.

During his initial tenure in Trenton he worked closely with both the Legislature and Administration in crafting and passing legislation. Much of this legislation was directed at improving the lives of New Jersey's children and protecting open space. Legislation was signed into law which gives the county surrogate the option to deposit minors' funds in any federally insured bank within the United States, allowing them to earn a higher rate of interest, and legislation establishing court awarded kinship legal guardianship status, making it easier for family members to become legal guardians of children, which has become a national model. The Senator and his wife Diane live in Rockaway Township.





***Senator Raymond J. Lesniak***  
***20<sup>th</sup> Congressional District***

**Education:** A.B. Rutgers University (Economics)

J.D. St. John's University School of Law

**Occupation:** Partner in the law firm Weiner Lesniak

**Public Party Service:** N.J. Democratic State Committee 1992-94, Chair

**Legislative Service:** 1983-present; General Assembly 1978-83

A lifelong resident of Elizabeth, Senator Lesniak graduated Thomas Jefferson High School in 1964 and served in the US Army 1967-1969. He graduated Rutgers University, class of 1971, and graduated with honors from St. John's Law School in 1974. He served in the State Assembly from 1978 to 1983, and has been in the Senate since 1983. He currently chairs the Senate Economic Growth Committee, serves as Vice Chair of the Senate Commerce Committee, and is a member of the Senate Judiciary Committee.

Throughout his public service career, Senator Lesniak has championed a wide range of legislative efforts. Early in his tenure, he sponsored landmark environmental policies, such as the Environmental Cleanup Responsibility Act (ECRA), the Safe Drinking Water Act, and the Pesticide Control Act, making New Jersey first-in-the-nation to tackle such issues. The laws hold polluters responsible for their actions and have resulted in cleaner drinking water for New Jersey residents. Senator Lesniak's Tax Incremental Financing Act gave New Jersey the most powerful tool in the country to attract private investment and create jobs. It has been responsible for creating thousands of construction jobs and attracting hundreds of millions of dollars in private investment to New Jersey, which will result in tens of thousands of permanent jobs for NJ residents.

In order to keep New Jersey's gaming industry competitive, Senator Lesniak sponsored the law to legalize sports wagering at New Jersey casinos and racetracks, and has pushed to allow casinos in Atlantic City to expand their operations into intrastate Internet wagering. He has also fought to overturn the federal Professional and Amateur Sports Protection Act of 1992, a law that gives four states – Nevada, Delaware, Oregon and Montana – a monopoly on legal sports wagering in the United States, while bolstering illegal sports book operations run by organized crime and offshore betting websites everywhere else. Senator Lesniak has been a strong advocate for higher education and sponsored legislation signed into law to create the cabinet position of Commissioner of Higher Education to provide a stronger voice on behalf of higher education in New Jersey. He also sponsored a law that increased opportunities for colleges and private entities to enter into public-private partnerships for the construction of new facilities on campus. In addition to being an advocate for environmental protection, job creation and higher education, Senator Lesniak has been an advocate for social justice. He sponsored the repeal of the death penalty and replaced it with life without parole, making New Jersey the first state in the nation to abolish the death penalty in over thirty years. Since then, New Mexico, Illinois, Connecticut and Maryland have followed New Jersey's lead.

In 2009, Senator Lesniak became only the second American, in its 20 year history, to win the prestigious international human rights award at Le Memorial de Caen, the D-Day and Human Rights museum in Normandy, France, besting thousands of contestants from throughout the world for his speech: "The Road to Justice and Peace."



***Assemblywoman BettyLou DeCroce***

**District: 26 – Morris, Essex & Passaic Counties**

**Education: Rutgers & Berkeley College**

**Legislative Service:** General Assembly 2012-present

**Committee(s):** Commerce & Economics; Transportation & Independent Authorities; Intergovernmental Relations Commission

With extensive experience in private business and public service, BettyLou DeCroce joined the Assembly on Feb. 16, 2012, filling the vacancy created by the sudden passing of her husband, Assembly Republican Leader Alex DeCroce. DeCroce is committed to fighting for common sense legislation to promote private sector growth, create jobs and reduce the tax burden on job-creating businesses and families. Before serving in the Legislature, DeCroce was Deputy Commissioner of the New Jersey Department of Community Affairs where she authored the Best Practices for Municipalities, which has become a model for identifying efficiencies in local government that reduce property taxes. Previously, she served her community in several capacities including Councilwoman in Mine Hill and Deputy Township Manager and Municipal Clerk in Roxbury. She was a long-time Commissioner of the North Jersey Health Insurance Fund where she also served as Chairwoman; the assemblywoman worked closely with 40 municipalities to reduce costs through shared services.

DeCroce has hands-on experiencing owning and operating the family business, ERA Gallo & DeCroce, Inc. DeCroce has also been active in volunteer community service, most notably helping to pass a constitutional amendment to protect the rights of crime victims in New Jersey. She has also brought grant money to her community to combat drug and alcohol abuse as former President of the Municipal Alliance. She currently serves on the Morris County American Cancer Society Board of Directors. DeCroce and her late husband Alex were married for 18 years, residing in Parsippany. DeCroce has two sons and three grandchildren.



***Assemblyman Troy Singleton  
7<sup>th</sup> Legislative District***

**Committee(s):**

Education, *Vice-Chair*

Tourism, Gaming and the Arts, *Vice-Chair*, Budget

Assemblyman, Democrat Troy Singleton, of Palmyra, was first sworn into the New Jersey General Assembly on November 21, 2011, filling the unexpired term of Jack Conners, who resigned to become director of the Camden County Office of Veteran Affairs. Mr. Singleton was elected to his first full term on November 8, 2011. Mr. Singleton represents the 7th Legislative District, which includes the Burlington County municipalities of Beverly, Bordentown City, Bordentown Township, Burlington City, Burlington Township, Cinnaminson, Delanco, Delran, Edgewater Park, Fieldsboro, Florence, Moorestown, Mount Laurel, Palmyra, Riverside, Riverton and Willingboro.

Born June 30, 1973, Mr. Singleton received his Bachelor of Science in business administration with a specialization in finance from Rowan University. He is a member of the United Brotherhood of Carpenters and Joiners of America (UBC) Local 255 and currently serves as the Assistant to the Executive Secretary-Treasurer of the Northeast Regional Council of Carpenters. Mr. Singleton is the past President of the New Jersey Carpenter Contractor Trust (NJCCT), a network of union carpentry and construction labor.

Mr. Singleton also is a member of the VFW Post #3020 Men's Auxiliary, and a commissioner on the Burlington County Bridge Commission. He is a past member of the Rowan University Board of Trustees, the New Jersey Turnpike Authority and the Boys & Girls Club of Camden County Board of Trustees.

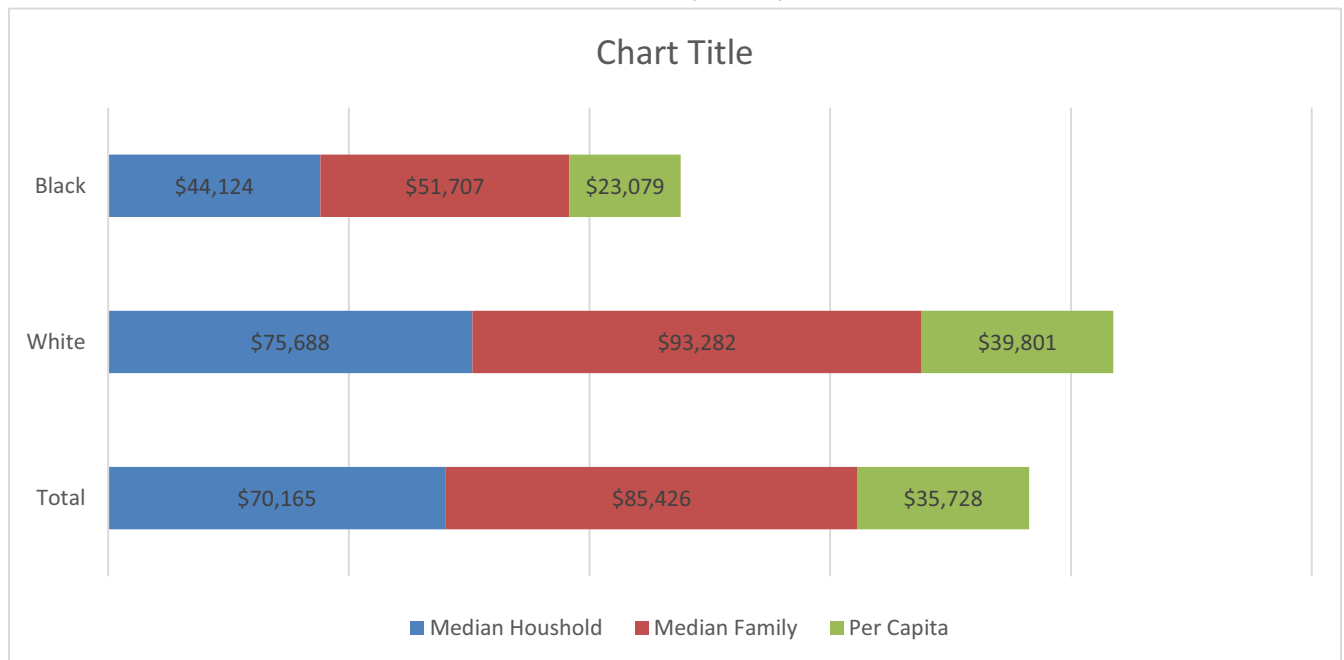
Mr. Singleton and his wife, Megan, have three children.



## Income in the Past 12 months: New Jersey, 2013

	Total	White	Black
Median Household	\$70,165	\$75,688	\$44,124
Median Family	\$85,426	\$93,282	\$51,707
Per Capita	\$35,728	\$39,801	\$23,079

Source: U.S. Census Bureau, 2013 American Community Survey (ACS)

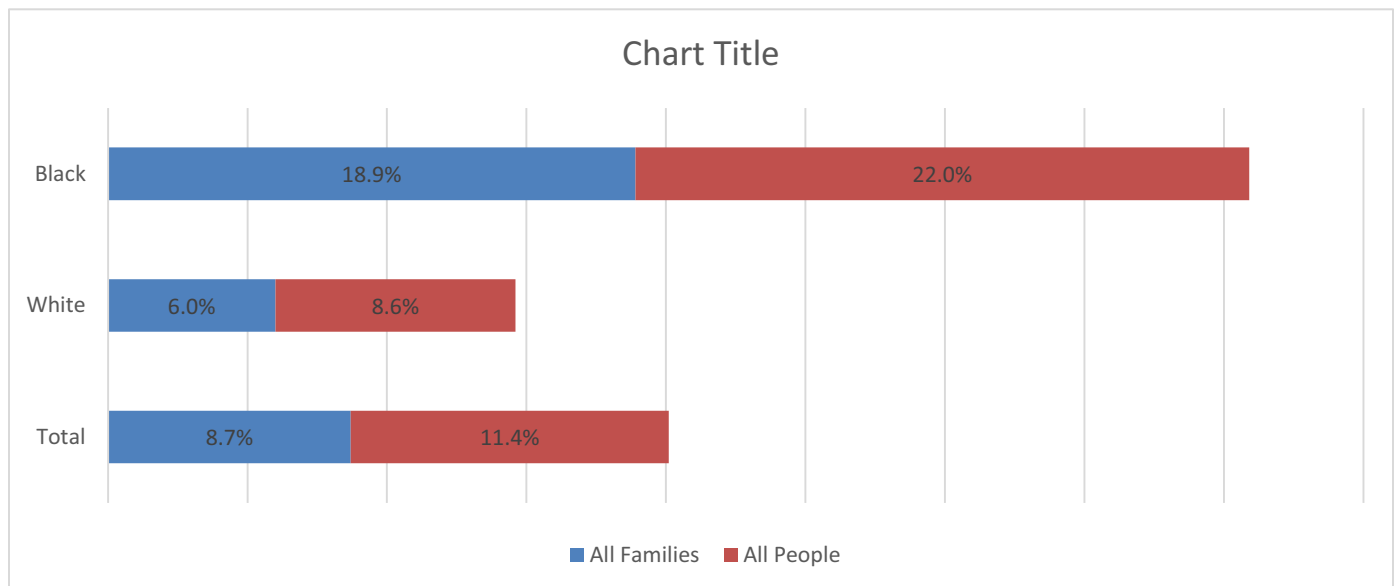




## Poverty Rates by Race: New Jersey, 2013

	Total	White	Black
All Families	8.7%	6.0%	18.9%
All People	11.4%	8.6%	22.0%

Source: U.S. Census Bureau, 2013 American Community Survey (ACS)



## Household Types

Whites are nearly twice as likely to be married (51.7% v. 29.2%).

Black households are almost three times more likely not to have a husband present (29.0% v. 10.9%).

Of women who gave birth in the past 12 months, black females are almost three times more likely to be single than whites (67.7% v. 23.4%)

Source: U.S. Census Bureau, 2013 American Community Survey (ACS)





## Labor Force by Race and Educational Attainment: New Jersey, 2013

<i>Highest Education</i>	White		Black	
	Number	Percent	Number	Percent
Less than High School	229,849	7.1%	53,304	8.8%
High School diploma	849,477	26.3%	202,228	33.4%
Some college/Associate's degree	856,637	26.5%	205,436	33.9%
Bachelor's degree	1,291,144	40.0%	144,696	23.9%
Total Labor Force	3,227,107	100.0%	605,664	100.0%

Source: U.S. Census Bureau, 2013 American Community Survey (ACS) Public Use Microdata Samples (PUMS)

## Income by Race and Educational Attainment: New Jersey, 2013

<i>Highest Education</i>	Median Income		
	White	Black	Difference
Less than High School	\$18,000	\$15,000	(\$3,000)
High School diploma	\$32,000	\$23,000	(\$9,000)
Some college/Associate's degree	\$35,000	\$28,000	(\$7,000)
Bachelor's degree	\$67,500	\$54,800	(\$12,700)
Total Labor Force	\$44,000	\$29,000	(\$15,000)

Source: U.S. Census Bureau, 2013 American Community Survey (ACS) Public Use Microdata Samples (PUMS)



## Income Gap by Race and Occupation: New Jersey, 2013

Occupation	Median Income		
	White	Black	Difference
Management/Business/Finance	\$80,000	\$60,000	(\$20,000)
Professional & Business Services	\$58,000	\$37,000	(\$21,000)
Service	\$16,450	\$19,200	\$2,750
Sales	\$36,520	\$17,000	(\$19,520)
Office & Administrative support	\$35,000	\$31,000	(\$4,000)
Farming/Fishing/Forestry	\$30,000	\$13,700	(\$16,300)
Construction & Extraction	\$43,710	\$30,000	(\$13,710)
Installation/Maintenance/Repair	\$45,000	\$44,000	(\$1,000)
Production	\$32,000	\$24,900	(\$7,100)
Transportation & Material moving	\$30,000	\$25,000	(\$5,000)
Military	\$42,000	\$55,000	\$13,000

Source: U.S. Census Bureau, 2013 American Community Survey (ACS) Public Use Microdata Samples (PUMS)

## Income Gap by Race and Industry: New Jersey, 2013

Industry	Median Income		
	White	Black	Difference
Agri, Forestry, Fishing & Mining	\$41,000	\$13,700	(\$27,300)
Construction	\$45,000	\$28,000	(\$17,000)
Manufacturing	\$55,000	\$35,000	(\$20,000)
Wholesale & Retail Trade	\$30,200	\$19,000	(\$11,200)
Transportation & Utilities	\$50,000	\$36,600	(\$13,400)
Information	\$68,010	\$55,000	(\$13,010)
Financial Activities	\$64,400	\$50,000	(\$14,400)
Professional & Business Services	\$53,400	\$27,200	(\$26,200)
Educ., Health & Social Services	\$45,000	\$31,100	(\$13,900)
Leisure & Hospitality	\$16,800	\$15,000	(\$1,800)
Other Services	\$25,000	\$20,000	(\$5,000)
Public Administration	\$72,000	\$56,000	(\$16,000)
Armed Forces	\$36,000	\$65,000	\$29,000

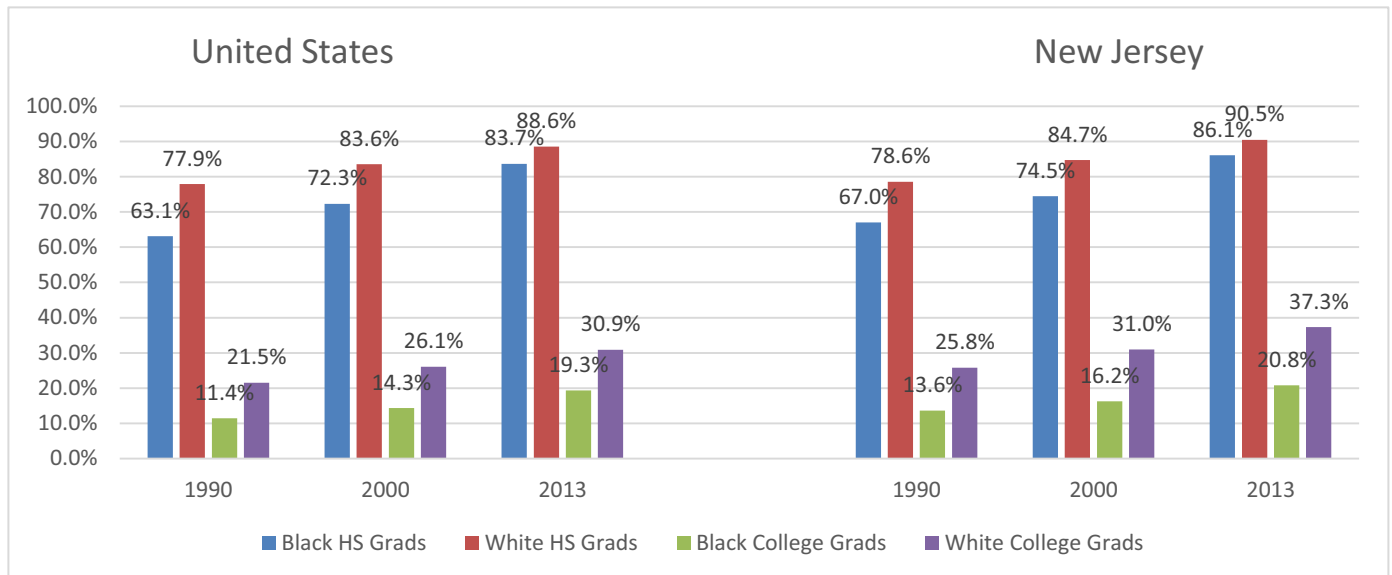
Source: U.S. Census Bureau, 2013 American Community Survey (ACS) Public Use Microdata Samples (PUMS)



## Education by Race: United States and New Jersey

	US			NJ		
	1990	2000	2013	1990	2000	2013
Black HS Grads	63.1%	72.3%	83.7%	67.0%	74.5%	86.1%
White HS Grads	77.9%	83.6%	88.6%	78.6%	84.7%	90.5%
Black College Grads	11.4%	14.3%	19.3%	13.6%	16.2%	20.8%
White College Grads	21.5%	26.1%	30.9%	25.8%	31.0%	37.3%

*Source: U.S. Census Bureau, 1990 & 2000 Censuses and 2013 American Community Survey (ACS)*

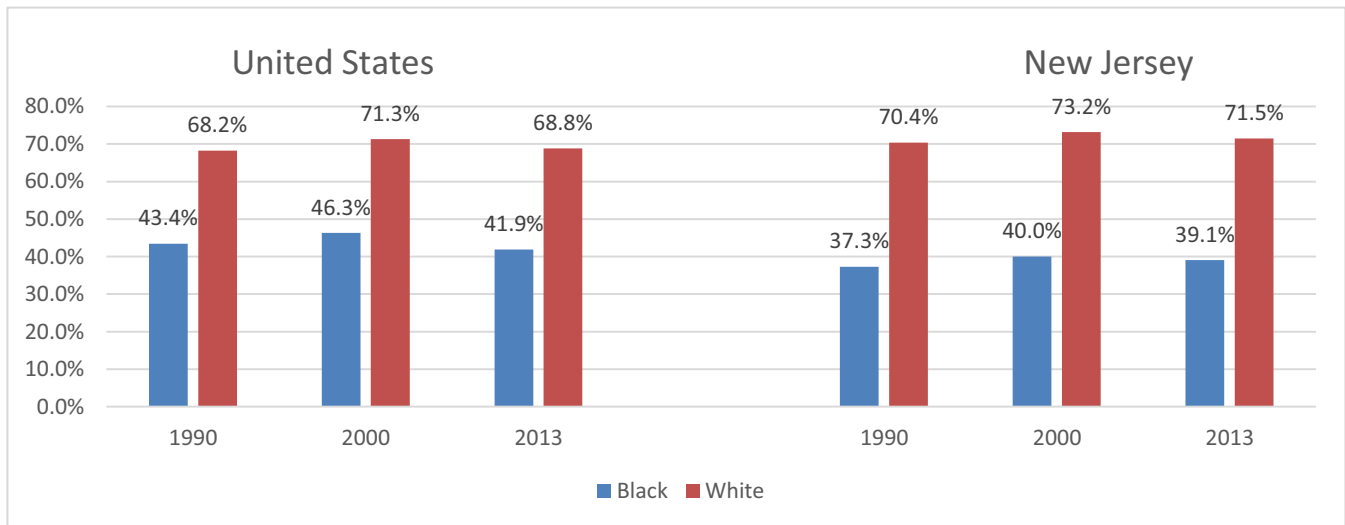




## Homeownership by Race: United States and New Jersey

	US			NJ		
	1990	2000	2013	1990	2000	2013
Black	43.4%	46.3%	41.9%	37.3%	40.0%	39.1%
White	68.2%	71.3%	68.8%	70.4%	73.2%	71.5%

*Source: U.S. Census Bureau, 1990 & 2000  
Censuses and 2013 American Community Survey  
(ACS)*

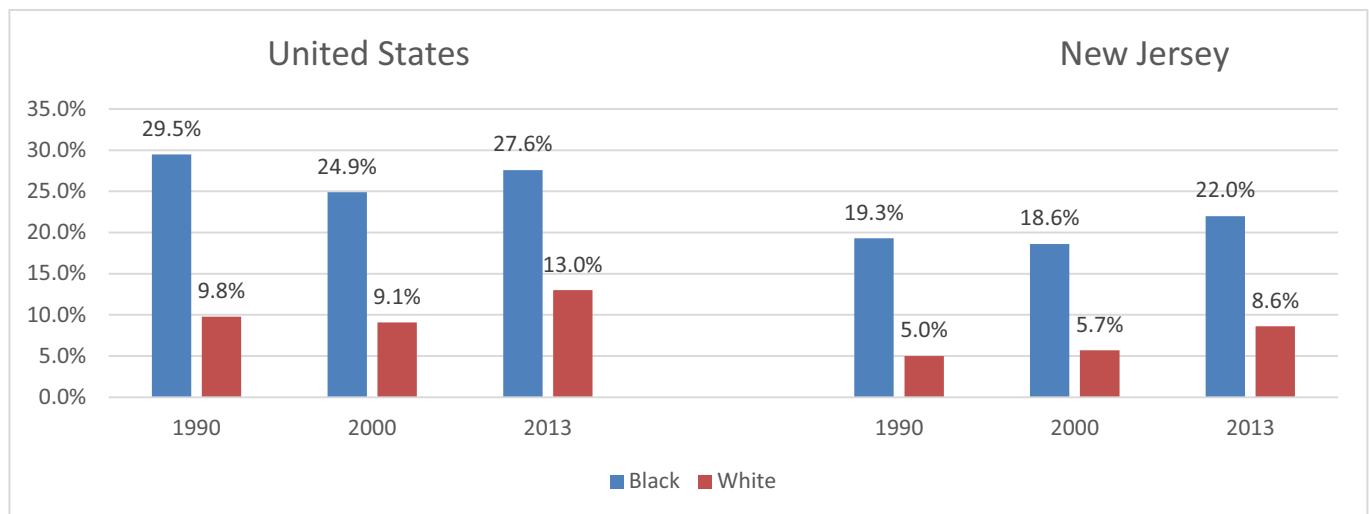




## Persons Below Poverty by Race: United States and New Jersey

	US			NJ		
	1990	2000	2013	1990	2000	2013
Black	29.5%	24.9%	27.6%	19.3%	18.6%	22.0%
White	9.8%	9.1%	13.0%	5.0%	5.7%	8.6%

Source: U.S. Census Bureau, 2013 American Community Survey (ACS)



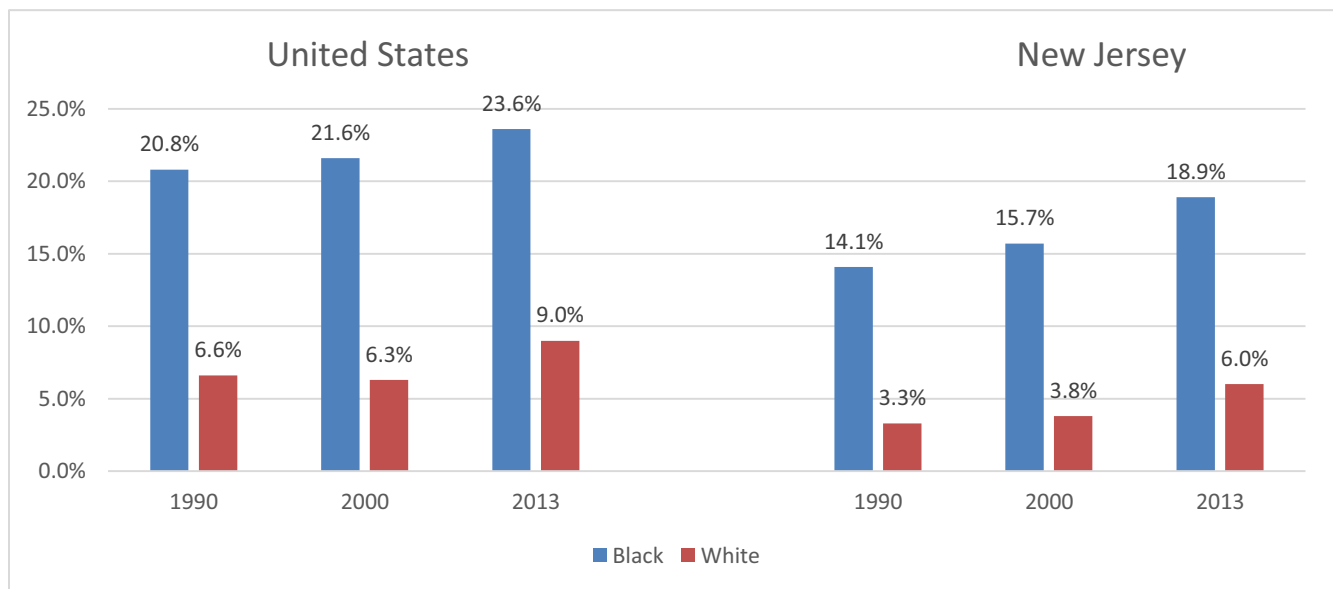




## Families Below Poverty by Race: US and NJ

	US			NJ		
	1990	2000	2013	1990	2000	2013
Black	20.8%	21.6%	23.6%	14.1%	15.7%	18.9%
White	6.6%	6.3%	9.0%	3.3%	3.8%	6.0%

*Source: U.S. Census Bureau, 2013 American Community Survey (ACS)*





April 16, 2015

State of Black New Jersey 2015 Conference  
Hyatt Regency Princeton  
Keynote Speaker, A. Bruce Crawley, APR  
Registration Now Open! [www.aaccnj.com](http://www.aaccnj.com)



April 28 , 2015

New Member Orientation Luncheon  
Samaritan Baptist Church - Fellowship Hall, Trenton  
*(Meet AACCNJ new members and learn about Chamber benefits)*



May 12, 2015

**The AACCNJ Top Contributor of the Year Awards Luncheon. Awardees: Wells Fargo and PSE&G**

Cherry Hill Crowne Plaza, Cherry Hill, New Jersey  
Registration Now Open! [www.aaccnj.com](http://www.aaccnj.com)



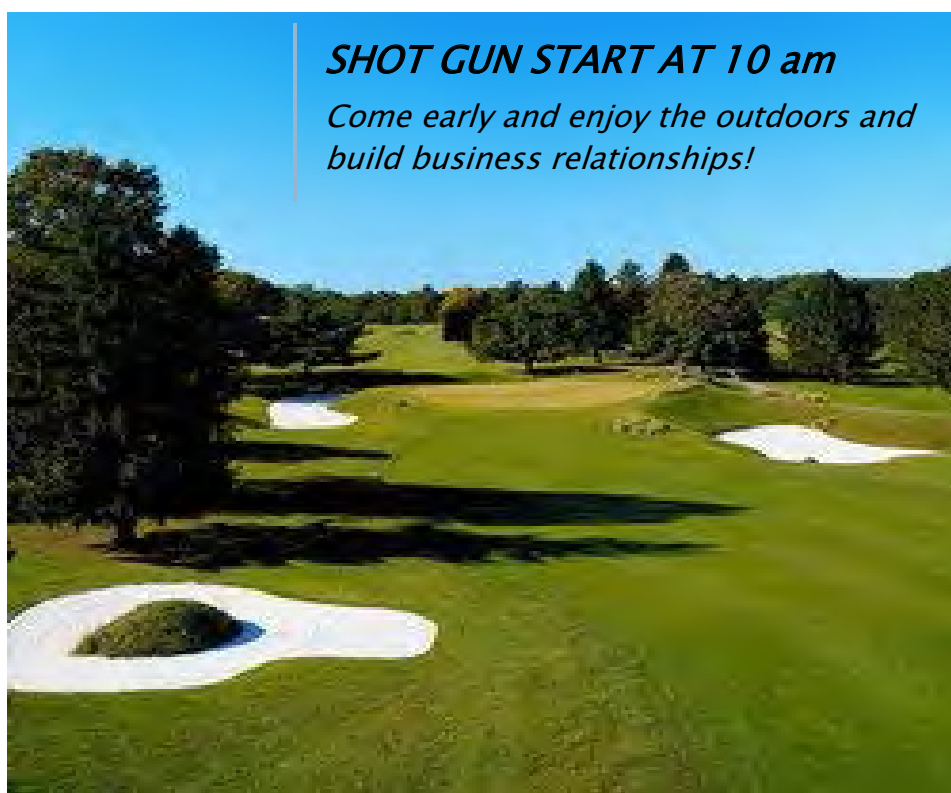
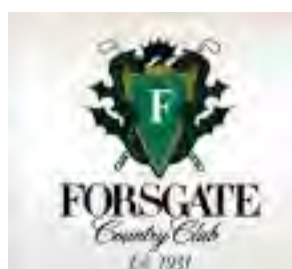
May 14, 2015

Join us for our Spring **Business After Hours Networking** event at Mercedes-Benz of Princeton. Enjoy their spacious showroom and impeccable selection of new and pre-owned vehicles. Eat, drink, and network! **AACCNJ Members FREE! Non-members \$15.00** Register today at [www.aaccnj.com](http://www.aaccnj.com) or call us at 609-571-1620



**The Fifth Annual Golf Classic**  
**Monday, July 13, 2015 (8:30 am ~ 6 pm)**  
**Forsgate County Club**  
**375 Forsgate Drive**  
**Monroe Township, New Jersey (Exit 8A off NJ Turnpike)**

**\$250 per person (Includes Cart, Breakfast & Dinner)**  
**\$150 person (Networking, Breakfast & Dinner)**



***SHOT GUN START AT 10 am***

*Come early and enjoy the outdoors and  
build business relationships!*

**REGISTER TODAY AT: [www.aaccnj.com](http://www.aaccnj.com) or [info@aaccnj.com](mailto:info@aaccnj.com) – Contact us at 609.571.1620**

***Network, Connect, & Grow!***

*The African American Chamber of Commerce of New Jersey has been incorporated as a 501 (c)3 in accordance with the Internal Revenue Code and provides advocacy and support for the businesses throughout the state of New Jersey.*



# I RECENTLY JOINED THE **AACCNJ!** JOIN US FOR THE AACCNJ **NEW MEMBERSHIP ORIENTATION LUNCHEON**

**ATTENTION NEW MEMBERS!** If you recently joined the African American Chamber of Commerce of New Jersey (AACCNJ) don't miss our upcoming New Member Orientation Luncheon on Tuesday, April 28, 2015 at 11:30am. Meet other AACCNJ members as you learn about this exciting organization, our programs, incentives, and member benefits. Network and share your business story with other professionals and entrepreneurs. The luncheon is FREE to all registered members.

**ALL NEW  
MEMBERS  
WELCOME!**

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**April 28, 2015  
11:30am – 1pm**

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**Samaritan  
Baptist Church  
Fellowship Hall,  
Trenton, NJ**

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*Meet new AACCNJ  
members and learn  
about Chamber benefits.*

**Samaritan  
Baptist Church  
531 MLK, Jr Blvd,  
Trenton, NJ 08618  
(609) 393-0016**

**TUESDAY, APRIL 28, 2015  
11:30am – 1pm  
*Register at [aaccnj.com](http://aaccnj.com)***



110 West State Street, Trenton, NJ 08608  
609-571-1620 | [www.aaccnj.com](http://www.aaccnj.com)

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# NEW AACCNJ HEADQUARTERS

**379 WEST STATE STREET  
TRENTON, NJ 08608  
609-571-1620  
[www.aaccnj.com](http://www.aaccnj.com)**



*John E. Harmon, Sr. President, and CEO standing in front of the new AACCNJ Headquarters*



**110 West State Street, Suite 2B, Trenton, NJ 08608 \* 609-571-1620 \* [www.aaccnj.com](http://www.aaccnj.com)**

*The African American Chamber of Commerce of New Inc., is a non-profit corporation founded in 2007. The AACCNJ is a member of the National Black Chamber of Commerce Federation, and is a 501 © (3) organization in accordance with the Internal Revenue Code.*