



Happy Holidays! From Your Friends at Salmon Ventures



From Delaware Blue Hen to the New Jersey State House—Meet Governor-Elect Chris Christie

When Chris Christie was elected as New Jersey's next Governor on November 3rd, it was both exciting and a bit surreal for SVL President Rick Mroz. "I was thrilled for Chris, and extremely pleased to see that his years of public service and dedication to our State had paid off with this momentous victory. But it was also strange to think that the next Governor was the same guy that I used to have a beer and eat pizza with in college."

Governor-Elect Christie and Mroz have been close personal friends since they met at the University of Delaware during their undergrad years in the early 80s. Both men were active in the University's student government and political science programs, and it was through their involvement in these groups that a life-long friendship was formed. Mroz, Christie, and Christie's future wife Mary Pat each served a term as president of the student body in succession respectively.

Even at this early phase of their relationship, Mroz always knew his friend would be successful. "Chris proved early on that he was very smart and consistently hardworking. He possessed the great ability to thoroughly analyze any problem and work through to a productive solution." Mroz and Christie became close in their years at Delaware and, along with their families, have remained close since. "We have held season tickets together since the 1990s for Delaware Blue Hen football games," said Mroz. "In fact, the block of tickets has grown as the Mroz and Christie families grew along with the other members of our close circle of friends."

During the Christie Campaign, Mroz served as a policy advisor in addition to Co-Counsel for the Election Day Operations. "I was pleased to help Chris and the campaign in whatever manner I was able," he said. "I wanted to help my longtime friend but I also knew he would be quite capable of taking on the tremendous challenges facing Trenton."



Chris Christie and his wife Mary Pat with their children Andrew, Sarah, Patrick & Bridget



SNJDC Celebrates 49th Annual Awards Reception

Members of the Southern New Jersey Development Council gathered on September 21st at the Tavistock Country club to partake in the organization's 49th Annual Awards Reception. Honorees including the South Jersey Healthcare System, former SNJDC chairman Chris Perks, and NJ Board of Public Utilities President Jeanne Fox. The award winners were recognized for their personal and career achievements in economic development for the State of New Jersey.

(At left: Kim Schalek Downes, BPU President Jeanne Fox, and Marlene Asselta, President of SNJDC.)

Invincible Evening in South Jersey

Former Philadelphia Eagle Vince Papale was the guest of honor at the Bridgeton High School Foundation's 2nd Annual Gala Fundraiser held on October 28th at the Running Deer Golf Club. The Bridgeton High School Foundation is a nonprofit organization formed in 2007 for the purpose of raising funds to renovate and upgrade the ailing high school stadium and athletic complex in Bridgeton, NJ. As you may be aware, Papale's life story and career as a Philadelphia Eagle was the subject of the 2006 film *INVINCIBLE*, starring Mark Wahlberg. With his help, the evening ended up raising over \$50,000 dollars for the project. That sum will be put toward a matching Green Acres grant that will help pay for a new track and field at the stadium athletic complex.



From left to right: Tony Surace, Bridgeton High School Foundation Chairman Carl Kirstein, Kim Schalek Downes, Vince Papale, Bridgeton Superintendent Vic Gilson & Ed Salmon

Toms River Schools Light Up Second Phase of Solar Installation



From left to right: Salem County Director of Economic Dev. Jim Waddington and Freeholder David Lindemuth visited the project at Toms River High School North with Superintend Mike Ritacco & Ray Pasteris

Since 2005, the Toms River Regional School District has become a model for the successful implementation of solar panel power. Under the direction of Superintendent Mike Rittaco, the district has installed over 7,000 solar panels on seven of the district's buildings, generating over 3 million kilowatt-hours of clean energy annually. Each year, the solar installations reduce the school district's electric bill by \$400,000 to \$500,000. The savings has helped keep the school budget down, and consequently kept the tax rate stable in Toms River, NJ.

Now the district is looking to finish the project by installing panels on 13 more school buildings. The first phase of the project was funded primarily by grants from the state and BPU. This second phase will cost \$33 million, but it will not cost the taxpayers a single dime. Toms River plans to pay for the project through the use of a power-purchase agreement (PPA). Under a PPA, a private company installs,

owns and operates the solar panels and sells the electricity back to the school district at a fixed rate. The district incurs zero costs and purchases the solar power at a low fixed rate for 15 years, after which it will take full ownership of the solar system. As part of the installation process, the PPA will cover the roof repairs on eight of the school buildings, saving the district even further. Over the 15 years of the PPA, the district estimates it could save about \$5 million in energy expenditures. When the project is complete, Toms River will have solar panels on 20 school buildings.





From left to right: Ed Salmon, Jim Sullivan, Fred Butler & John Quain at the Salmon/Quain/Sullivan NARUC Commissioners Reception held at the Drake Hotel, Chicago

NARUC Heads to the Windy City

Salmon Ventures attended the 121st Annual NARUC Convention held in Chicago, Illinois from November 15th through 18th. Over 1,000 representatives from state utility commissions, consumer groups, financial institutions and the utility industry were in attendance, including 152 state regulatory commissioners and the four FERC Commissioners. The election of NARUC officers for 2010 was successfully completed and the results are as follows: The Honorable David C. Coen, President (Vermont Public Service Board); The Honorable Tony Clark, First Vice President (North Dakota Public Service Commission); The Honorable Susan Parker, Second Vice President (Alabama Public Service Commission); and The Honorable Charles E. Box, Treasurer (Illinois Commerce Commission). In addition, Charles D. Gray was re-elected to serve as Executive Director and was honored for his 30 years of work for NARUC.

The NARUC Commissioners Emeritus was also honored on its 30th Anniversary with a special luncheon that included 62 former Commissioners with the current Commissioners. President Fred Butler was honored at a reception attended by most of the NARUC leadership. His eleven year record as a national leader is considered unmatched in the history of this Trade Association.

Disney Hosts 5th Annual NAWC National Drinking Water Symposium

The Swan Hotel at Walt Disney World Resort, Orlando, FL hosted the National Association of Water Companies' 5th Annual National Drinking Water Symposium from October 11th to 14th. Representatives of our nation's major water utility companies were on hand along with state regulators from across the country to discuss pertinent issues facing the water industry. Topics included climate change, sustainable infrastructure and partnerships with energy companies.



From left to right: Rick Mroz, Delaware PSC Chair Arnetta McRae, Indiana URC Chair David Lott Hardy & Pennsylvania PUC Commissioner Robert Powelson at the NAWC Symposium in Orlando, FL



From left to right: Ed Salmon, South Carolina PSC Vice Chairman John "Butch" Howard and Commissioner David Wright, & American Water CEO Don Correll at NAWC



New Jersey's Holly City Goes Solar

Millville, NJ will soon become the solar manufacturing capital of the State. On October 26th, over 200 people gathered outside one of Millville's oldest and long unused glass factories to hear the announcement that the building would soon serve as a solar manufacturing facility. IPP Solar, in cooperation with their Italian partner MX USA, is rehabbing and retrofitting the factory to make solar photovoltaic panels. Production is expected to begin in March, and the facility has the potential to bring approximately 280 jobs to the region. The project has been made possible by an unprecedented collaboration between the private sector and all levels of New Jersey government. Funding incentives have been provided by local, county and state agencies. In addition to a number of local officials and legislators, Congressman Frank LoBiondo, BPU President Jeanne Fox and BPU Commissioner Nick Asselta were in attendance to share their excitement over the project. *(Top Left: Congressman Frank LoBiondo addresses the crowd at the solar manufacturing groundbreaking.)*

NJ Leaders Convene in Philly for 5th Annual Union League Breakfast Briefing

On October 26th, Ed Salmon hosted his 5th Annual Breakfast Briefing at the Union League of Philadelphia. Nearly 50 of New Jersey's business, industry, utility, labor and healthcare leaders were in attendance to meet with outgoing Assembly Speaker Joe Roberts and incoming Senate President Steve Sweeney. The two legislators discussed the gubernatorial race and the legislature's priorities for the ongoing "lame duck" sessions and upcoming new administration in 2010.



From left to right: Cumberland County Freeholder Nelson Thomson, NJ State Senator Steve Sweeney, Cumberland County Freeholder Rev. Jim Dunkins & Freeholder Director Lou Magazzu, and NJ Assembly Speaker Joe Roberts at the 5th Annual Union League Breakfast Briefing.

Next Generation Aviation Lands by FAA Tech Center

On October 19th, a groundbreaking ceremony was held for the Next Generation Aviation Research and Technology Park to be built adjacent to the FAA Tech Center and the Atlantic City Airport. The Park will provide integrated, state-of-the-art facilities for the purpose of research and development in aviation technology and innovation.



The first building should be completed late 2010. The Park's Board of Trustees is chaired by Herman Saatkamp, President of Stockton College. Its other members include: Ed Salmon, Chairman of Salmon Ventures; Dennis Levinson, Atlantic County Executive; Thomas D. Carver, CRDA Executive Director; Anne Harlan, former Director of the FAA Tech Center; Caren Franzini, NJ EDA Executive Director; Gordon Dahl, Executive Director of the South Jersey Economic Development District; Bart Mueller, Executive Director SJTA.

Salmon Ventures Ltd. is a national consulting firm providing professional services, to utilities, government agencies, educational institutions, trade organizations, and businesses. For any questions or comments on the content featured in this newsletter, please contact Andrew Young at 856-825-0500 or ayoung@salmonventures.com