



Spring Greetings!

From Your Friends at Salmon Ventures



From left to right: Dr. Edward H. Salmon, Mrs. Karen Kelliher, Former FERC Chairman Joseph Kelliher & Mr. Richard Mroz at the Salmon/Quain Commissioners Reception

NARUC Annual Winter Meetings

The National Association of Regulatory Utility Commissioners (NARUC) held their Annual Winter Meetings in Washington, DC February 14th thru 18th. State commissioners from across the country were in attendance to discuss pertinent issues in the energy, water and telecommunications sectors. Industry leaders from a number of national utilities and energy-related companies were also in attendance, including representatives from American Water, AGL Resources, Exelon, Power Survey Company, PSE&G and Verizon, in addition to the local state utilities New Jersey American Water and South Jersey Industries.

Commissioners and staff serving on the Consumer Affairs, Electricity, Energy Resources, Telecommunications, Water and International Relations Committees reviewed twelve resolutions that were approved by the full association at the end of the meetings.

Dr. Salmon and John Quain, former chairman of the Pennsylvania Public Utility Commission, hosted their Commissioners Reception on Sunday night at Zola's Restaurant, located in downtown Washington, D.C. The Salmon/Quain reception for Commissioners has become a premiere event at each of the NARUC conferences.

Overall, the 2009 NARUC Winter Meetings proved to be productive and educational experience for the team at Salmon Ventures, industry leaders and the state and federal regulatory commissioners.



From left to right: Kimberly Schalek Downes, NARUC President Fred Butler & Mrs. Carol Butler with Power Survey Company's COO Tom Catanese, Mark Schoenberger & David Kalokitis at the Salmon/Quain Commissioners Reception



Vice Chairman John Betkoski of the Connecticut Department of Public Utility Control with Kimberly Schalek Downes



From left to right: Dr. Ed Salmon, American Water Director of Government Affairs Lendel Jones, NARUC President Fred Butler, Mrs. Carol Butler, American Water President of Regulated Operations Walter Lynch & Rick Mroz

Richard Mroz Elected Bank Committee Chairman

The Federal Home Loan Bank of New York (FHLB NY) announced that its 17-member Board of Directors elected Richard S. Mroz as Chairman of the Bank's Government and Congressional Affairs Committee. Mr. Mroz has been a Board member since March 2002. As Committee Chairman, Mr. Mroz will work to maintain strong relationships with elected officials and ensure that they are aware of the Bank's efforts to create housing opportunities and promote community development in New Jersey, New York, Puerto Rico and the U.S. Virgin Islands. As a member of the FHLB NY Board of Directors, Mr. Mroz has served as Chairman of the Bank's External Affairs Committee, was a founding member of the Bank's Corporate Governance Committee and is a member of the Board Compensation Committee. The FHLB NY is a congressionally chartered, \$130 billion, wholesale Bank. The mission of the Home Loan Bank is to advance housing opportunities and local community development by maximizing the capacity of community-based member-lenders to serve their markets.

American Water Named Water Company of the Year

American Water Works was named **Water Company of the Year** at the Global Water Intelligence's Global Water Awards held Monday, April 27th in Zurich, Switzerland. American Water was recognized for its leadership in the national and worldwide water industry and its superb commitment to delivering water services and solutions. Don Correll, President and CEO of American Water, received the prestigious award on behalf of the Company. Headquartered in Voorhees, NJ, American Water is the largest investor-owned water and wastewater utility in the United States. It provides service to approximately 15 million people across 32 states and Ontario, Canada.

American Water's accomplishments in 2008 included the re-establishment of financial strength and operational excellence in its regulated business, the management of the country's largest seawater desalination plant in Tampa Bay, FL and the launch of a new customer communications strategy.

The GWI Global Awards recognize excellence in the global water industry in projects, technologies and individuals who have made a significant difference over the past year.



Client Spotlight

Toni Pergolin, CPA
President & CEO
Bancroft Neurohealth



*Toni Pergolin with
Congressman John Adler*

Toni Pergolin currently serves as President and Chief Executive for Bancroft Neurohealth, a New Jersey-based nonprofit company that provides state-of-the-art healthcare services to children and adults with neurological disabilities. Bancroft offers individualized educational, vocational, residential, rehabilitation and therapeutic services with the mission of helping its patients “achieve greater independence and fulfillment in their lives, while improving their function, activity and participation in society.” In 2008, the company celebrated its 125th Anniversary.

After working for two years at Bancroft, Toni was appointed President in June 2006. Her prior roles at the company included Chief Operating Officer, Executive Vice President of Finance and Planning and Chief Financial Officer. As President and CEO, Toni oversees over 1,600 employees and an \$89 million operating budget. She is also responsible for the welfare of the more than 1,000 individuals and families that Bancroft serves on an annual basis. Since taking the President’s seat, Toni has established herself as a strong leader and hardworking team player dedicated to the future of her company and the individuals it serves.

Toni’s CEO profile was recently featured in a January issue of the *Philadelphia Business Journal*. In the article, she states that her essential business philosophy is that: “success is never due to one leader – you need a whole team of dedicated leaders and a quality staff to provide the best care.”

Before joining Bancroft, Toni held numerous leadership positions at the University of Pennsylvania Health System and served as senior examiner for First Pennsylvania Bank. She earned a Bachelor of Science degree in accounting at Pennsylvania State University and a Master’s degree in Health Administration from St. Joseph’s University.



72nd Annual Walk to Washington

The State Chamber and Sun Bank hosted the 72nd Annual Walk to Washington held January 29th & 30th in Washington, D.C. The premiere networking event of year was well attended by New Jersey’s top business, industry and governmental leaders. Governor Corzine introduced newly appointed EPA Administrator Lisa Jackson as the keynote speaker at the Congressional Dinner. Pictured at left, Andrew Young and Richard Mroz with Bancroft Neurohealth’s Executive Vice President Dan Keating and President Toni Pergolin at the Cumberland County Hospitality Suite.

Hughes Center Hosts Energy Symposium

On March 31st, the William J. Hughes Center for Public Policy at the Richard Stockton College of New Jersey held the South Jersey Energy Symposium, an all day public forum discussing New Jersey's energy future. The event's agenda, entitled "Implementing New Jersey's Energy Master Plan," included nine panel sessions on specific energy-related topics and issues. The symposium was well attended by New Jersey's top business leaders, industry and utility representatives, energy experts and key government and regulatory officials. At the opening breakfast, Edward Graham, President and CEO of South Jersey Industries, introduced BPU President Jeanne Fox, who served as the plenary speaker. FERC Chairman Joe Kelliher also spoke at lunch on the role of government in moving our state's energy agenda forward. BPU Commissioner Nicholas Asselta, NJ School Construction Agency Executive Director Kris Kolluri, Assemblyman Upendra Chivukula, Assemblywoman Pamela R. Lampitt and Atlantic City Electric President Ken Parker were also in attendance. Dr. Ed Salmon moderated one of the symposium's panels entitled "Energy Efficiency, Conservation and Renewable Opportunities," while Richard Mroz served as a panelist on the session discussing the "Ideal Portfolio for South Jersey."

The productive energy forum was concluded with the announcement that Stockton College was partnering with the AtlantiCare Regional Medical Center, the Bacharach Institute for Rehabilitation and Energenic, LLC to explore the feasibility of building a combined heat and power facility in Atlantic County. The facility would potentially meet the heating, cooling and electric power needs of the entire AtlantiCare, Stockton and Bacharach Campus area. Stockton College has already undertaken extensive energy efficiency and renewable energy initiatives and prides itself as being New Jersey's Green College.

Dr. Salmon serves as Chairman of the Hughes Center Steering Committee, whose mission is to strengthen the voice of South Jersey in the statewide public discussion on governmental, social and economic issues. Sharon Schulman serves as the Center's Executive Director and was recently appointed Interim Special Assistant to the President for External Affairs at Stockton College.



From left to right: Dr. Rich Kathrins, President & CEO of Bacharach Institute, Mr. Ed Graham, President & CEO of SJ Industries, Mr. David Tilton, President & CEO of Atlantic Care and Dr. Herman J. Saatkamp, President of Stockton College



Above and below: Symposium attendees at the morning panel discussion on small scale renewable energy opportunities.





Above: Dr. Herman Saatkamp introduces the speakers (from left to right): Lisa Jackson, Robert Grady & Nick Acocella

EPA Administrator Lisa Jackson Participates in Hughes Center Lecture Series

Following its South Jersey Energy Symposium held on March 31st, the William J. Hughes Center for Public Policy presented a special debate between EPA Administrator Lisa Jackson and Robert Grady, Managing Director of the Carlyle Group. The panel, entitled "The Future of Environmental Policy: Can it be Bipartisan?" was moderated by Nick Acocella, Editor of Politifax. The two former New Jersey government leaders engaged in an enlightening and dynamic discussion on the environmental and energy-related challenges that our nation will be addressing in the coming years.

NJ Alliance for Action Utility Seminar

Richard Mroz moderated a panel on the Implementation of the New Jersey Energy Master Plan at a NJ Alliance for Action conference in December. The event, entitled "Utility Company Capital Construction – Powering New Jersey Prosperity," was attended by over 200 business, labor and government leaders. In addition to the panel discussions, a number of New Jersey's utility executives announced their respective companies' plans to invest billions in capital construction projects in 2009 through 2011. Presenters included Dennis Bone, President of Verizon New Jersey, Bill Gausman, Vice President of Pepco Holdings, John Bigelow, President of New Jersey American Water, Ralph LaRossa, President and COO of PSEG, and Craig Lynch, Vice President of Energy Delivery at the New Jersey Natural Gas Company.



From left to right: Ambassador William J. Hughes, Nick Acocella, Dr. Herman Saatkamp & Robert Grady

Looking Upstream

Southern New Jersey Annual Spring Heart Walk
May 16th at 9:00am. 6th and Boardwalk, Ocean City, NJ.

MACRUC 14th Annual Education Conference
June 21st – 24th. Hershey, PA.

NARUC Summer Committee Meetings.
July 19th – 22nd. Seattle, WA.

Salmon Ventures Ltd. is a national consulting firm providing professional services, including legislative, regulatory and general government affairs advice, 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