



The Consultant Fall 2015

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SVL Attends NARUC Summer Committee Meetings

With a record attendance of over 1,200 registrants, the NARUC Summer meetings went off without a hitch. It was an exciting and informative conference highlighted by big name speakers like those of former NYC Mayor Rudy Giuliani, Southern Company CEO Tom Fanning, and many more.

Dr. Edward Salmon, Jim Sullivan and Kim Pizzingrilli (former Commissioners from the states of New Jersey, Alabama and Pennsylvania respectively) hosted their Commissioners' Reception at the Sea Grill at the historic Rockefeller Center. On a beautiful summer night in New York City, hundreds of guests, including commissioners from around the country, gathered to enjoy the venue.

The summer meetings were very productive, with a number of resolutions passing including one on risk management and best practices for cyber security for communications providers, a resolution calling for congressional action on the open internet, and a resolution on ETC designations for lifeline broadband service.

Upcoming Events

127th Annual Meeting

November 8–November 11, 2015

Austin, Texas

2016 NARUC Winter Committee Meeting

February 14–February 17, 2016

Washington DC

Keep up with the
Coalition!



SVL works closely with the NJEC to generate public support for the generation and delivery of clean, reliable, affordable energy for NJ.

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MACRUC 21st Annual Education Conference

June 19–June 22, 2016

Colonial Williamsburg, VA

Salmon Ventures Welcomes Frank McCall

MILLVILLE, NJ - Salmon Ventures Limited (SVL) is pleased to announce the addition of Frank McCall as an associate to the firm. McCall joins SVL after retiring from a notable 30+ year career in public service.

"Frank has served South Jersey impressively for the past 30+ years. He brings with him an institutional knowledge and skill set that will serve Salmon Ventures well," Dr. Edward H. Salmon, Chairman of SVL, stated.

"The firm will especially benefit from having his extensive public sector experience," Salmon concluded.

Frank most recently held the position of Cape May county Public Works Road Manager from 2012-2015. Before his time with Cape May County Public Works, McCall served in multiple capacities in government. Frank held office in Wildwood Crest from 1981-1989 where he was mayor from 1985-1989, and served on the Ocean City council from 1998-2006. During his time on the Ocean City Council, he was President from 1999-2001.

"Salmon Ventures is thrilled to have gained such a wonderful addition to our firm. Frank has proven his dedication to the people of South Jersey, and the state has time and time again," added CEO, Kim Schalek Downes.

McCall is a graduate of Villanova University earning his B.S. in Business Administration. He also attended Rutgers University where he received his designation of Certificate of Public Management. Born in Philadelphia, he currently resides in Ocean City, N.J. with his wife Beverly.

Glass Works and Eight Chambers of Commerce Welcome's Cory Booker

On September 1st, the Glassworks in Millville, NJ, had the pleasure of hosting U.S. Senator Cory Booker. An event co-hosted by 8 different Chambers of Commerce saw a sold out crowd of 250 gathered to hear the Senator speak.

Senator Booker hammered on topics like that of need for funding of infrastructure in New Jersey, development of economic opportunities, criminal justice reform, and many others.

The Senator used much of his time to engage the audience in a Q&A session. Creating a more intimate and personal environment, Senator Booker took his time responding to those in the audience who had questions.

During his time in Millville, SNJ Today, a SVL client, had the chance to interview the Senator. On the "Road to Recovery" segment Booker discussed the REDEEM Act and the reform of the criminal justice system.

Watch coverage on his visit here:

["Senator Cory Booker Visits Millville to Speak to South Jersey Chambers of Commerce"](#)

Watch SNJ Today's interview of Senator Booker here:

["Cory Booker Guest on Road to Recovery"](#)

Federal Energy Update with FERC Commissioner Collete Honorable

On September 24th, the New Jersey Energy Coalition had the pleasure of hosting FERC Commissioner Colette Honorable at our Federal Energy Update. With a packed room at the Trenton Country Club, NJEC members and friends listened as the Commissioner spoke on energy issues facing the United States.

In addition to Commissioner Honorable, BPU Commissioner Chivukula and former Governor Florio were in attendance. Along with an introduction for Honorable, Commissioner Chivukula gave a brief update on the NJBPU.



Commissioner Honorable went on to speak on key issues such as resiliency, reliability and diverse energy portfolios. With an engaging Q&A portion, the discussion provided a productive and important dialogue that is necessary in continuing the advancement of New Jersey in the energy sector.

The New Jersey Energy Coalition thanks Commissioner Honorable for an informative and constructive session.

Warren Golden Shares Plans for Atlantic City Contact Center with Chamber Officials

ATLANTIC CITY, NJ (July 17, 2015) -- On July 16, Netcast BPO Services President Warren Golden, and Vice President John Ciaramella, met with the board of directors and officers for the Greater Atlantic City Chamber of Commerce. Golden provided chamber officials with an overview of the new Atlantic City Contact Center their company is opening at the Claridge Hotel this September.

Under the New Jersey Economic Development Authority's Growth Initiative, the Atlantic City Contact Center is approved to receive close to \$33 million in tax credits, spread out over ten years. According to Golden, the Contact Center will create 332 new jobs in Atlantic City in the Claridge location and more to come thereafter. Golden believes the customer-service orientation of these new positions will be a natural fit for former casino employees impacted by recent closings and layoffs.

Netcast BPO Services is a provider of contact center and business process outsourcing services. The Atlantic City Contact Center will process calls for Retail, Catalog, Banking, Telco, Insurance, Tech-support and other industries 24 hours a day. The average pay will be \$12 to \$13 an hour. Golden said he expects to start hiring in August.

Salmon Ventures Welcomes Its New Clients



Salmon Ventures Limited is a national consulting firm specializing in governmental and regulatory strategies for utilities, government entities, businesses, and educational institutions.

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