



## The Consultant Spring 2016

### In This Issue

**Kim Schalek Downes  
Named Partner &  
President of Salmon  
Ventures**

**Salmon attends  
Clinton's Birthday  
Celebration in NJ**

**Dr. Salmon Re-elected  
President of NARUC  
Commissioners  
Emeritus**

**Energy Forecast 2016**

**NARUC's Dream Team  
Basketball League  
Celebrates 25th  
Anniversary**

**Upcoming Events**

**SVL Attends NARUC  
Winter Committee  
Meetings in  
Washington, D.C.**

**Lt. Governor Guadagno  
Visits The GlassWorks**

**Shore Medical Center  
Hosts its 9th Executive  
Leadership Forum**

**Bob Surace's Record  
Breaking Coaching**

**Keep up with the  
Coalition!**

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Coalition!



### Kim Schalek Downes Named Partner & President of Salmon Ventures

MILLVILLE, NEW JERSEY - April 11, 2016 - Salmon Ventures Limited (SVL) is pleased to announce that Kim Schalek Downes has been named a Partner and President of the firm.

The announcement came this past February in front of over 200 utility executives and commissioners at the Commissioner's Reception, which Salmon Ventures co-hosts as part of their trip down to Washington for the National Association of Regulatory Utility Commissioners Winter Meeting.



"Mrs. Downes is an amazing leader and brings great value for our clients. We have worked together for the past 27 years and she is the model for hard work, loyalty, dedication, integrity and success" Dr. Edward H. Salmon, Chairman of SVL, stated.

Mrs. Downes has been with Salmon Ventures Limited since its founding in 2003. Prior to her promotion, Kimberly held the position of CEO with the firm. Before establishing SVL with Dr. Salmon, Mrs. Downes was with AUS Pathways, holding the position of Vice President & Executive Coordinator. In addition to her impressive career in the private sector, Kimberly has over 16 years working in the public sector. Mrs. Downes has worked in the capacity of Chief of Staff for BPU President Edward Salmon, Legislative Aide for Assemblyman Edward Salmon, confidential aide to the Mayor of Woodbine and served on the Woodbine Board of Education from 1991-1998.

"I have no doubt that she will continue to serve as an essential asset to the firm and far exceed our

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

### SVL Attends NARUC Winter Committee Meetings in Washington D.C.

Salmon Ventures staff traveled to Washington D.C. in February to attend the annual NARUC Winter Conferences. 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 Willard Intercontinental Hotel. With a packed room, guests included over 100 commissioners from around the country.

expectations. SVL has seen a very successful past 14 years. It is comforting knowing that Mrs. Downes will help continue to carry that success into the next 14 years and beyond", Salmon continued.

Mrs. Downes graduated from Dickinson College with a Bachelor of Arts degree in both Political Science and Policy & Management Studies with respective concentrations in State & Local Government and Environmental Policy. Born and raised in Woodbine, NJ, she currently resides in Lower Township, N.J. with her husband Sam and their daughter Samantha.

"Mrs. Salmon and I know Kim Schalek Downes has earned this partnership and we are extremely pleased to have her as a Partner and President of the firm", Dr. Salmon concluded.

### Salmon attends Clinton's Birthday Celebration in NJ

This past fall, Dr. Salmon and family attended an event in the New Jersey to celebrate Hillary Clinton's birthday. The Salmon family joined the former Secretary of State in celebrating her 68th birthday.



### Dr. Salmon Re-elected President of NARUC Commissioners Emeritus

Washington- For the 15th straight year, Dr. Edward H. Salmon, a former State utility regulator, was elected President of the National Association of Regulatory



The Winter Meetings were very productive, with a number of resolutions passing including a resolution on Carbon Capture and Enhanced Oil Recovery, a Resolution on Reform of Lifeline Program and a Resolution Supporting Advanced Electric Transmission Technology.

Read the complete resolutions here: [Resolutions Passed by the Board at the Winter Meetings](#)

DeAngelo &  
Greenwald Speak to  
NJEC



Utility Commissioners (NARUC) Commissioners Emeritus organization.

Dr. Salmon served six years as a State utility regulator and three years as President of the New Jersey Board of Public Utilities. During that time, he became an active member of NARUC and served as Vice President, President of Great Lakes Conference (16 states), Chairman of NARUC's Executive Committee and Founder of the Washington Action Committee.



Formed in 1979, the Commissioners Emeritus program represents former state utility commissioners from around the country. It serves as a resource and network of experience for NARUC, its officers and members.

Dr. Salmon is the current Chairman of Salmon Ventures Limited, a New Jersey-based consulting firm that he helped found in 2003. Dr. Salmon also holds positions including: Chairman/Founder of New Jersey Energy Coalition, President of the NextGen ARTP, and Chairman of Richard Stockton College's William J. Hughes Center for Public Policy.

In addition, Dr. Salmon served on the Board of Directors for the National Regulatory Research Institute and the National Society of Rate of Return Analysts. Prior to his regulatory career, Dr. Salmon spent 26 years in government as a former mayor, freeholder director, state legislator, and a member of the Governor's Cabinet.

"Congratulations to Dr. Salmon for being elected again to serve as President of the Commissioners Emeritus organization," said NARUC President Travis Kavulla. "His understanding of these issues and dedication to public service epitomizes what it means to be a part of NARUC. My thanks for his continued leadership and service."

Also elected as officers of NARUC's Commissioners Emeritus were Vice-President Jim Sullivan of Alabama and Secretary/Treasurer Kim Pizzingrilli of Pennsylvania.

On April 12th, the New Jersey Energy Coalition hosted its Spring CEO Breakfast. Coalition leadership gathered to hear from Majority Leader Greenwald and Utilities & Telecommunications Committee Chairman DeAngelo.

The two spoke on the energy & economic issues that were on the minds of some of the top business leaders in the state. It was a wonderful event that provided an environment for the open dialogue that is needed to keep the lines of communication strong between NJEC leadership and the top elected officials in Trenton.

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*NARUC is a non-profit organization founded in 1889 whose members include the governmental agencies that are engaged in the regulation of utilities and carriers in the fifty States, the District of Columbia, Puerto Rico and the Virgin Islands. NARUC's member agencies regulate telecommunications, energy and water utilities. NARUC represents the interests of State public utility commissions before the three branches of the Federal government.*

## Energy Forecast 2016

This past January, New Jersey Energy Coalition members and friends gathered for the First Annual Energy Forecast. The event featured both DEP Commissioner Bob Martin and BPU Commissioner Chivukula, who spoke on the hot button energy issues that will be in the spotlight in 2016.

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The event was very successful, with great presentations and Q&A dialogue that followed. This type of event is one that helps keep the lines of communication open between the energy industry leaders here in New Jersey and our elected officials in Trenton.

The New Jersey Energy Coalition is making this an annual event, and hopes to see everyone next January for the Second Annual Energy Forecast.

## Naruc's Dream Team Basketball League Celebrates 25th Anniversary

Brent Struthers presents to Coach Ed Salmon a framed basketball signed by the team members in celebration of the 25th Anniversary of NARUC DREAM TEAM Basketball at the 2016 NARUC Winter Meetings in Washington, DC. Teammates pictured in the photo are:



Cheryl Norton, Jon Gallinger, Selby Jones, David Wright, Chris Kelly, Jason Gray, André Parraway, Peter Meier, Dwight Scruggs, Herb Jones, Brent Struthers, Scott Brown, Marc Battle, Ed Salmon, Robert MacLean, Brian Bruce, Jon Clendenin, Greg Poulos, Jim Monk, Tim Hill

In 1991 Dr. Edward H. Salmon, twice named New Jersey Basketball Coach of the Year and President of the New Jersey Board of Public Utilities, established the NARUC DREAM TEAM competition to be held at the three major NARUC Conferences - Winter, Summer and Annual. Everyone attending those conferences was invited to participate.

Commissioner Ed Myers from the District of Columbia designed the NARUC DREAM TEAM logo that is on the game shirts and hooded sweatshirts. The following state utility commissioners were instrumental in the success of NARUC Basketball: Terry Barnich (IL);

Jack Alexander (KS); Jim Monk (IN); Jim Sullivan (AL); Jeff Cloud (OK); Stan Wise (GA); Emmit George (IO); Robert Nelson (MI); Bill Pittman (NC); André Porter (OH); Daryl Bassett (AR); David Wright (SC); Ed Holmes (KY); Leon Jacobs (FL); John Clendenin (USVI) and from the state of Pennsylvania Wendell Holland, Terry Fitzpatrick, Glen Thomas and Rob Powelson.

Also many thanks for their leadership goes to André Parraway (NARUC's CFO); Herb Jones (former External Manager, D.C. Office of the People's Counsel.); and Tim Hill (Tennessee State Legislator).

Not pictured but playing a major role in the NARUC Basketball DREAM TEAM are Walter Lynch, Bill Varley, Tiffany Menhorn, Dave Stanton, Dylan D'Ascendis, Mike Dowling, Steve Huhman, Roy Lathrop, Paul Pederson, Nick Rowe, Dennis Bone and Andrew Wright.

For the past 25 years NARUC Basketball has provided its players opportunities for good competition, lots of fun and lifetime friendships.

## Upcoming Events

### MACRUC 21st Annual Education Conference

**June 19 - June 22, 2016**  
Colonial Williamsburg, VA

### Summer Committee Meetings

**2016 Summer Committee Meetings**  
July 24 - July 27, 2016  
Nashville, TN

### Annual Meeting

**NARUC 128th Annual Meeting**  
November 13 - November 16, 2016  
La Quinta, CA

## Lt. Governor Guadagno Visits The GlassWorks

On April 25th, nine South Jersey chambers of commerce came together to put on an event entitled "Building Partnerships to Make South Jersey Stronger". The event featured a five person panel

with a representative from each county involved. The panel spoke on the efforts that are being taken to grow the economy in the region.



The event also featured keynote speaker Lt. Governor Kim Guadagno. Guadagno spoke on her time as the first ever Lt. Governor of New Jersey, talking about the necessity to keep her line of communication open with the business community to promote and grow the economy of New Jersey.

Click on the photo below for more coverage:



## Shore Medical Center Hosts its 9th Executive Leadership Forum

On April 18th, Shore Medical Center welcomed 100 New Jersey business, community and civic leaders to its Spring Executive Leadership Forum. The event was hosted by Shore's President & Chief Executive Officer Ron Johnson.



The event featured Lt. Governor Kim Guadagno who spoke on growing business and economy in the Garden State and the need to cut through the regulatory red tape that can lead to businesses leaving the state. Guadagno spoke for the first half of the event, but took the time for a Q&A session for the remainder.



The Executive Leadership Forum takes place twice a year at Shore, giving invited guests the opportunity to meet and network with key leaders and decision makers.

## Bob Surace's Record Breaking Coaching

Bob Surace, son of Salmon Ventures very own Tony Surace, has restored his alma mater's football legacy. Surace a 1990 graduate from Princeton University, became the schools 22nd head coach in 2009, after



an 18-3 record as head coach at Western Connecticut University in 2000-2001, and 6 years as the assistant offensive line coach for the Cincinnati Bengals.



Since 2010 Surace has been able to accomplish what some may call the impossible. He is one of two men that have played and coached an Ivy League Championship Football team. In 2013, Princeton won the Ivy League Championship, and the team broke records for total offense and scoring offense. Since that record breaking season, two of Surace's players have been selected in the National Football League's draft, three of his players became Ivy League Players of the Year, and he has coached an impressive 39 All Ivy Players.

While at Princeton, Surace has not only helped his 6-1 team win the 1989 Ivy League Championship, but he met his now Lisa, who was a four-time letter winner soccer player for the Tigers, was a 1992 graduate of the University, and holds a Ph.D in psychology. The two Princeton alums have two children, Alison and A.J.

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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