

January 15, 2013

11:30 AM - 2:00 PM  
Marriott Hanover  
Whippany, NJ

New Jersey  
Business Forums Inc.

Venture Association NJ  
[www.vanj.com](http://www.vanj.com)

[clara@vanj.com](mailto:clara@vanj.com)



# Sponsor Directory



## Venture Association New Jersey

---

c/o Trien Rosenberg division of Raich Ende Malter & Co. LLP,  
26 Main Street, 1<sup>st</sup> Floor, Chatham, NJ 07928-2402  
Phone: 973-631-5680 Fax: 973-984-9634 Email: clara@vanj.com  
www.vanj.com

**New Jersey Business Forums Inc.**  
*Venture Association New Jersey*

**President**

**Jay W. Trien, CPA, JD**  
Trien Rosenberg division of  
Raich Ende Malter & Co. LLP  
26 Main Street, 1<sup>st</sup> Floor  
Chatham, NJ 07928-2402  
973-507-0505  
212-619-0525  
jay@trienrosenberg.com

**Advisory Board Members**

SPECIAL PRESENTATIONS

**Frank Graziano, Managing Partner**  
Monmouth Venture Partners LLC  
732-930-0161  
frank@fjgraziano.com

MARKETING

**Judy Cronin**  
Cronin & Company  
908-522-9116  
jcronin@croninandcompany.com

STRATEGY

**Robert H. Donaldson**  
Delta Planning  
973-625-1742  
rhdon@verizon.net

EXECUTIVE DIRECTOR

**Clara Stricchiola**  
973-507-0517  
clara@vanj.com

January 15, 2013

We thank our Sponsors for their commitment to the growth of entrepreneurship in New Jersey. Their assistance has contributed to our success.

We urge you to support our Sponsors, and to consider them in your work.

For more information on how you can communicate your company's services and products as a VANJ Sponsor, see the application on the back page of this directory, or feel free to call, Clara Stricchiola at 973-507-0517.

Sincerely,



Jay Trien  
President

## List of Sponsors

Sponsor	Category	No.
Alimansky Capital Group, Inc.	Investors & Lenders	11
American Entrepreneurship Today	Consultants	9
Copy To Go	Media & Information Industry Executives	17
Cronin & Company Business Greeting Cards	Marketing, Branding & PR Specialists	15
Delta Planning	Consultants	7
Dillon Bitar & Luther, LLC	Attorneys	4
Durst Corporation	Representatives of Major Corporations	25
Enterprise Development Center at NJIT	Providers of Special Programs & Services	23
Foundations Business Development Group	Consultants	8
Jacqueline Hershops & Associates	Media & Information Industry Executives	19
Kick Butt Branding!	Marketing, Branding & PR Specialists	16
MGG Consulting, LLC	Consultants	6
MidMark Capital, L.P.	Investors & Lenders	10
Morgan, Lewis & Bockius LLP	Attorneys	3
New Jersey Tech Weekly / E. Surden Associates LLC	Media & Information Industry Executives	18
NJ Business Incubation Network	Providers of Special Programs & Services	24
Pengad, Inc.	Printers & Graphic Designers	20
Provident Bank	Investors & Lenders	14
Raich Ende Malter & Co. LLP	Accountants	1
Shields Warendorff Florist	Providers of Special Programs & Services	21
Silicon Valley Bank	Investors & Lenders	12
SorinRand LLP	Attorneys	5
Westrock Partners	Investors & Lenders	13
Wiss & Company, LLP	Accountants	2
YesCFO	Providers of Special Programs & Services	22

# ACCOUNTANTS

## 1 Raich Ende Malter & Co. LLP

26 Main Street  
Chatham, NJ 07928

**Tel:** 973-507-0500

**Fax:** 973-984-9634

**E-Mail:** jtrien@rem-co.com

**Contact:**

Jay W. Trien, CPA, Esq.

Neal Kilbane, CPA

Angelo Ciullo, aciullo@rem-co.com & Elaine  
Fazzari, efazzari@rem-co.com

**E-Mail2:** nkilbane@rem-co.com

Raich Ende Malter & Co. LLP, a leading provider of accounting and tax services with offices in Chatham, NJ, New York City and Long Island. The recent merger with Trien Rosenberg expands the firm's services to the securities, investments, financial services and emerging businesses.

For over 40 years, we have provided each of our clients with complete objectivity and keen attention to their unique business needs and vision for their future. The consistent attention and hands-on participation of our partners and principals are core values of our firm and are important ways in which we distinguish ourselves from others. At Raich Ende Malter, nothing is more important to us than our clients' success and the trusted relationships that are built over the course of these engagements.

Our commitment to our clients, employees, and community has earned us a place among the "Top 25 Accounting Firms in the New York Metropolitan Area" (Crain's New York Business), "Top 100 Accounting Firms" (Accounting Today) and the "Top 200 Accounting Firms in America" (Inside Public Accounting).

Raich Ende Malter & Co. LLP is an independent member firm of PrimeGlobal. PrimeGlobal is among the strongest associations of independent accounting firms in the world, comprised of over 350 highly successful independent public accounting firms in over 85 countries. Formed from a merger in 2011, PrimeGlobal provides its independent member firms with tools and resources to help them furnish superior accounting, auditing, tax and management services to clients around the globe. Through PrimeGlobal, independent member firms offer the strength and capabilities of a large, worldwide organization with technical depth and geographic reach impossible for a local firm alone.

The firm is a member of the American Institute of Certified Public Accountants (AICPA) and with the New York State Society of CPA's (NYSSCPA) and is registered with and been inspected by the Public Company Accounting Oversight Board (PCAOB).

---

## 2 Wiss & Company, LLP

354 Eisenhower Parkway  
Livingston, NJ 07039

**Tel:** 973-994-9400

**Fax:** 973-992-6760

**E-Mail:** rsilva@wiss.com

**Contact:**

Ryan Silva, Manager

Jay Jenco, Manager

Robert J. Zink, Information Technology Partner

**E-Mail2:** jjenco@wiss.com

Wiss & Company helps our clients achieve their goals by providing timely response, technical excellence, sound business advice and a broad range of service to meet their changing needs. We have extensive experience with initial public offerings and the needs of small and medium sized public companies.

## ATTORNEYS

### 3 Morgan, Lewis & Bockius LLP

502 Carnegie Center  
Princeton, NJ 08540-6241

**Tel:** 609-919-6604

**Fax:**

**E-Mail:** scohen@morganlewis.com

**Contact:**

Steven M. Cohen, Esq., Partner  
Emilio Ragosa, Esq., Partner  
Kevin M. Grant, Esq., Associate,  
kgrant@morganlewis.com

**E-Mail2:** eragosa@morganlewis.com

Morgan Lewis has the track record and relationships to help entrepreneurs and investors make profitable decisions and connections in the United States, Europe, and Asia. Each of our clients works with a dedicated, partner-led team familiar with its business objectives, industry dynamics, and market issues. We guide our clients in their relationships. We will work closely with you to position your company for investment, raise capital, negotiate strategic relationships, establish intellectual property protection practices, and create incentive compensation structures. We will keep you close to the financing resources that fund today's growing companies through our established relationships with the venture capital and investment banking communities in the New York, Mid-Atlantic, Silicon Valley, and international markets. Our reputation and track record of success with investors and entrepreneurs have enabled us to open doors for clients.

Industry Focus

- Clean technology and alternative energy
- Financial services
- Information technology
- Life sciences and biotechnology
- Media

---

### 4 Dillon Bitar & Luther, LLC

P.O. Box 398  
Morristown, NJ 07963-0398

**Tel:** 973-539-3100, Ext. 284

**Fax:** 973-292-2960

**E-Mail:** smackay@dbl-law.com

**Contact:**

J. Scott MacKay, Esq.

**E-Mail2:** www.dbl-law.com

Dillon, Bitar & Luther is a mid-sized, full service corporate and commercial law firm headquartered in Morristown, New Jersey. DB&L has the expertise and experience necessary to provide the wide range of corporate, tax, securities, and other legal services that are needed by entrepreneurs and growing businesses. DB&L regularly works with entrepreneurs at all stages of the business cycle – from “start-up” to “cash out”.

## ATTORNEYS

### 5 SorinRand LLP

Two Tower Center Blvd.  
24 th Floor  
East Brunswick, NJ 08816

**Contact:**  
David J. Sorin, Esq.

**Tel:** 732-839-0401  
**Fax:** 732-393-1901

Designed and built by leading lawyers from national law firms, SorinRand LLP meets the unique needs of startup, early-stage, emerging growth and middle market enterprises.

High-quality lawyering is critical, but it's not enough. When it comes to selecting trusted legal advisors, today's entrepreneurs and angel- and venture-backed companies require businesspersons' pragmatism, results-oriented sensibility, creative and sophisticated solutions, and accessible and responsive service—at fees they can afford.

Our highly experienced lawyers work closely with an extensive network of angel, venture capital, and private equity investors and investment and commercial banks, to provide clients with connections, expertise and a commitment to exceeding expectations. And, based on a paradigm shifting lower-leverage delivery model, SorinRand LLP offers a unique combination of experienced lawyers at a sensible fee structure that is roughly half that of our national competitors.

## CONSULTANTS

### 6 MGG Consulting, LLC

473 E. Saddle River Road  
Upper Saddle River, NJ 07458-1774

**Contact:**  
Michael G. Grottola

**Tel:** 201-491-0028  
**Fax:** 201-786-9149  
**E-Mail:** [mike@mgg-consulting.com](mailto:mike@mgg-consulting.com)

Mike Grottola, owner of MGG Consulting has over 30 years of experience guiding decision makers and monetizing business ideas. The firm provides advice, strategic direction and action plans for startups and small businesses, across a broad range of markets. MGG specializes in delivering big-business capability scaled to meet the unique needs of startups and small businesses, improving their odds of success.

MGG's 9 STEPS IN 90 DAYS PLAN delivers a, ready to operate, business infrastructure.

1. Audit & Assessment
2. Marketing, Research & Planning
3. Business Planning & Risk Management
4. Financial Modeling
5. Tactical Sales Planning
6. Procurement & Sourcing
7. Technology Enablement
8. Operational Efficiency
9. Management Reporting

As owner of MGG Consulting, LLC Mike positions start-ups and small companies to raise capital. His clients range from first time start-ups, experienced businesses looking to expand or start a new venture, and established companies seeking funds for that "special" project. Financing is provided for startup entrepreneurs. Learn more at [www.mgg-consulting.com](http://www.mgg-consulting.com).

## CONSULTANTS

### 7 Delta Planning

138 Hillcrest Drive  
Denville, NJ 07834-1414

**Contact:**  
Robert H. Donaldson

**Tel:** 973-625-1742

**Fax:**

**E-Mail:** rhdon138@gmail.com

Management consultants supporting entrepreneurs in developing business concepts, plans, strategies and financial requirements. We work to conserve the entrepreneurs equity when they are raising capital. Our associates all have more than 30 years experience solving business problems at senior management levels for a wide range of domestic and international businesses.

---

### 8 Foundations Business Development Group

121 Pemberton Avenue  
Plainfield, NJ 07060

**Contact:**  
Randy G. Harmon, Co-Founder

**Tel:** 908-754-3652

**Fax:**

**E-Mail:** rgharmon@foundationsbusiness.com

**E-Mail2:** randygharmon@aol.com

www. FoundationsBusiness.com Foundations Business Development Group is a consulting firm dedicated to helping entrepreneurs launch, finance, grow, and revitalize small businesses. We are focused on serving startup and early stage science and technology based businesses. Foundations will evaluate and fill in the gaps or provide the missing pieces in companies' business plans, strategies, tactics, management team and operations, as well as help them raise required financing.

Given the limited financial resources of many of the businesses that need our assistance the most, we have developed a coaching model for the delivery of our services. Whenever feasible, our preferred mode of operation is to coach entrepreneurs and their teams through the completion of projects working with them to ensure that they arrive at their desired destination and outcomes.

---

### 9 American Entrepreneurship Today

231 North Avenue W. #334  
Westfield, NJ 07090

**Contact:**  
Jeanne Gray, President

**Tel:** 908-917-9900

**Fax:**

**E-Mail:** jgray@americanentrepreneurship.com

**E-Mail2:** www.njentrepreneurship.com

American Entrepreneurship Today-New Jersey is the premier centralized resource for entrepreneurship in New Jersey. It provides important information about events and resources to assist entrepreneurs and small business owners to start and to grow their New Jersey businesses. A free monthly email newsletter is distributed to subscribers. It is one of a number of state focused web site entrepreneurship portals under the national site: American Entrepreneurship Today. The respective domains are: NJEntrepreneurship.com and AmericanEntrepreneurship.com.

## INVESTORS & LENDERS

### 10 MidMark Capital, L.P.

177 Madison Avenue  
Morristown, NJ 07960

**Tel:** 973-971-9960

**Fax:** 973-971-9963

**E-Mail:** waynec@midmarkcapital.com

**Contact:**

Wayne L. Clevenger, Managing Director  
Denis Newman, Managing Director  
Joseph R. Robinson, Managing Director

**E-Mail2:** denisn@midmarkcapital.com,

A private investment and management company which focuses its growth equity investments and acquisition activities on privately owned family companies and corporate divestitures in the lower end of the middle market. Preference for manufacturing, distribution and service businesses with sales and EBIT in excess of \$15 million and \$1.5 million respectively.

---

### 11 Alimansky Capital Group, Inc.

12 East 44 Street  
Penthouse  
New York, NY 10017-3624

**Tel:** 212-832-7333

**Fax:** 212-832-7338

**E-Mail:** balimansky@alimansky.com

**Contact:**

Burt Alimansky

Founded in 1981, Alimansky Capital Group is a four-person investment banking firm that specializes in advising smaller companies about structuring and placing equity and debt financings for acquisitions, expansions, recapitalizations, and special situations.

---

### 12 Silicon Valley Bank

5 Radnor Corporate Center  
100 Matsonford Road, Suite 555  
Radnor, PA 19087

**Tel:** 610-293-7804

**Fax:** 610-971-2063

**E-Mail:** rwhite@svb.com

**Contact:**

Richard White, Relationship Manager

Silicon Valley Bank is the premier commercial bank for emerging, growth and mature companies in the technology, life science, private equity and premium wine industries. SVB provides a comprehensive suite of financing solutions, treasury management, corporate investment and international banking services to its clients worldwide. Through its focus on specialized markets and extensive knowledge of the people and business issues driving them, Silicon Valley Bank provides a level of service and partnership that measurably impacts its clients' success. Founded in 1983 and headquartered in Santa Clara, Calif., the company serves clients around the world through 27 U.S. offices and five international operations. Silicon Valley Bank is a member of global financial services firm SVB Financial Group, with SVB Analytics, SVB Capital, SVB Global and SVB Private Client Services. More information on the company can be found at [www.svb.com](http://www.svb.com).



## INVESTORS & LENDERS

### 13 Westrock Partners

100 Park Avenue  
Suite 1600  
New York, NY 10017

**Contact:**

Kevin J. Conner, General Partner

**Tel:** 917-860-1425

**Fax:**

**E-Mail:** [kconner@westrockpartners.com](mailto:kconner@westrockpartners.com)

Westrock Partners and its affiliated fund, Westrock Venture Group, is a specialized private equity firm. We seek to invest in healthcare and business software companies with entrepreneurial management teams. In healthcare, we seek to invest in companies ranging from orthopaedics to trauma and spine products. In the business software, we seek problem solving technologies. We also seek to invest in lifestyle companies; art, wine and sports related ventures.

In order for the fund's portfolio companies to achieve their goals, we provide direct funding of transactions, debt and equity private placements, and participate in various alternative investment strategies.

---

### 14 Provident Bank

1412 Broadway  
Suite 2310  
New York, NY 10018

**Contact:**

David S. Bagatelle, Executive Vice President &  
NYC Metro Market President

**Tel:** 212-398-1403

**Fax:** 212-398-1479

**E-Mail:** [bagatelle@pbcpsy.com](mailto:bagatelle@pbcpsy.com)

## MARKETING, BRANDING & PR SPECIALISTS

### 15 Cronin & Company Business Greeting Cards

768 Springfield Ave., Apt. B8  
Summit, NJ 07901-2331

**Contact:**  
Judy Cronin

**Tel:** 973-463-1250

**Fax:**

**E-Mail:** [jcronin@croninandcompany.com](mailto:jcronin@croninandcompany.com)

Cronin & Company specializes in cards for business and business-personal relationships. Founded by Judith Cronin in 2004, the collection grew out of her marketing background experience and an understanding that keeping in touch with clients is invaluable - and that there's often a strong personal component to business relationships.

Today, Cronin & Company offers a growing line of greeting cards, note cards and postcards, all of which strike that perfect balance between friendship and professionalism. The company also carries fine letterpress cards from Saturn Press and Lunalux, and greeting cards from Carlson Craft and Borealis Press.

For more information, visit: <http://www.croninandcompany.com>.

### 16 Kick Butt Branding!

4 1/2 Wynding Way  
Rockaway, NJ 07866-1305

**Contact:**  
Arlene Teck, Chief Kicker

**Tel:** 973-625-3250

**Fax:**

**E-Mail:** [rlene@rcn.com](mailto:rlene@rcn.com)

**E-Mail2:** [TeckVentures@rcn.com](mailto:TeckVentures@rcn.com)

KickButt Branding! provides branding, identity and domain name development for entrepreneurs, their companies and their venture funders.

With KickButt Branding! you get Striking Power for Impact, Staying Power for Memorability and Story Power for Engagement. With these, you will make the ultimate Connection with your customers.

When is the best time to create a new brand or identity? KickButt Branding! can help you to

KickStart a new company, product or service with just the right name – even before the biz plan is finalized!  
KickStart a growing company that needs a name change to reflect new directions.  
KickStart an established brand that needs to add new elements or grow into something better.

We are flexible in working with companies in the start-up mode or anywhere along the way.

Arlene Teck, founder and Chief Kicker of KickButt Branding! has been creating KickButt brands for more than 15 years. BORGASM! – a fuel additive for cars and trucks. VIAGRA – first oral treatment for erectile dysfunction. Samagama.com – a web site for dance clubs and their patrons. FX4casts.com – web site for a top-of-the-line currency forecasting publication. RolloValet – a revolving shelf system for closets, cabinets and "ultra space." Counterpart International – a nonprofit international human development organization.

KickButt Branding! maintains strategic alliances with other branding, marketing and PR companies, in order to provide full service support for clients.

## MEDIA & INFORMATION INDUSTRY EXECUTIVES

### 17 Copy To Go

207 Saxson Street  
Hillsborough, NJ 08844

**Contact:**  
Robert P. Baker, President

**Tel:** 908-369-7645

**Fax:** 908-369-3809

**E-Mail:** [writer@technicalcopytogo.com](mailto:writer@technicalcopytogo.com)

Robert P. "Bob" Baker is a freelance technical writer with a B.S. in Chemistry specializing in technical, scientific, industrial and business-to-business marketing communications, including press releases, trade magazine feature articles, white papers, brochures, website content, radio commercials and other communications vehicles.

Because of his background, Bob has the ability to tailor technical materials to the target audience. From highly technical input, he is able to write for either a technically sophisticated audience or for laymen who need the material translated into clear, understandable English. He has proven that he can pull off technical reports as well as newsworthy articles with a unique flair for capturing the reader's attention.

---

### 18 New Jersey Tech Weekly / E. Surden Associates LLC

P.O. Box 1556  
West Caldwell, NJ 07007

**Contact:**  
Esther Surden, Publisher

**Tel:** 973-403-0552

**Fax:**

**E-Mail:** [contact@njtechweekly.com](mailto:contact@njtechweekly.com)

**E-Mail2:** [ehsurden@gmail.com](mailto:ehsurden@gmail.com)

NJTechWeekly.com is a website devoted to covering the business of technology in New Jersey. We are an independent news source focused on everything from company news and tech events to what's happening in tech in the colleges and universities in the Garden State. We also shine a light on U.S., state, and local legislation and regulatory efforts that have an effect on N.J. tech businesses. In one of our special roles, we look at digital and green tech startups in the state and their efforts to secure funding. Esther Surden is the editor and publisher of NJTechWeekly.com. Esther has been covering the business of technology for more than 30 years and was privileged to learn about computers from Jean Bartik one of the original programmers of ENIAC. Twitter: [@njtechwkly](https://twitter.com/njtechwkly) Facebook: [www.facebook.com/njtechweekly](https://www.facebook.com/njtechweekly)

---

### 19 Jacqueline Herships & Associates

123 Roland Avenue  
South Orange, NJ 07079

**Contact:**  
Jacqueline Herships, Publicist & Media  
Relations Strategist

**Tel:** 973-763-7555

**Fax:**

**E-Mail:** [jacqueline@jacquelineherships.com](mailto:jacqueline@jacquelineherships.com)

Co-Founder, Professionals in Media: A regional organization of writers, editors, publishers, filmmakers, consultants, who meet across professional lines. If you want MEDIA ATTENTION and have expertise to share, a story to tell, articles to publish, and are desirous of being quoted, give us a call. We specialize in defining your "hot spot", story mining and development, and connecting our clients with the media.

## PRINTERS & GRAPHIC DESIGNERS

### 20 Pengad, Inc.

P.O. Box 99  
Bayonne, NJ 07002-0099

**Contact:**  
Donald B. Pierson, CEO

**Tel:** 201-436-5625  
**Fax:** 201-436-9550  
**E-Mail:** PengadCo@cs.com

Custom printing and foil stamping of pocket folders, index tabs, report covers, business cards, letterhead, invoices and computer forms. Thousands of stock products ranging from copy paper, mailing supplies, audio/video supplies, computer printer supplies (laser and ribbons), index tabs and report covers. Major supplier to Court Reporting market, Legal market and Office Supply Superstores. Facilities in Bayone, NJ, Muncie, IN and Fresno, CA.

## PROVIDERS OF SPECIAL PROGRAMS & SERVICES

### 21 Shields Warendorff Florist

62 West 56th Street  
New York, NY 10019

**Contact:**  
David Grewal

**Tel:** 800-753-3292; 212-489-0350  
**Fax:** 212-541-7934

### 22 YesCFO

55 Madison Avenue  
Suite 400  
Morristown, NJ 07960

**Contact:**  
Tim Anglim, President

**Tel:** 732-319-6502  
**Fax:**  
**E-Mail:** Tim@yescfo.com

YesCFO is a provider of chief financial officers and operating executives that serve in interim roles with organizations, especially those in crisis or experiencing rapid change – whether that is a financial crisis, industry paradigm shift, or growth opportunity. [www.YesCFO.com](http://www.YesCFO.com)

## PROVIDERS OF SPECIAL PROGRAMS & SERVICES

### 23 Enterprise Development Center at NJIT

211 Warren Street  
Newark, NJ 07103

**Contact:**

Gerald Creighton, Executive Director

**Tel:** 973-643-4063

**Fax:** 973-643-4502

**E-Mail:** [jerry.creighton@njit-edc.org](mailto:jerry.creighton@njit-edc.org)

WE HAVE RECENTLY EXPANDED OUR FACILITIES AND CURRENTLY HAVE SPACE AVAILABLE!

The NJIT Enterprise Development Center accelerates the successful development of entrepreneurial companies through an array of business support resources and services, developed or orchestrated by EDC management, and offered both in the incubator and through its network of contacts. The EDC's main goal is to produce successful firms (with commercialized technology) that will leave the program financially viable and freestanding.

These incubator "graduates" create jobs, revitalize neighborhoods, commercialize critical new technologies and strengthen local and national economies. Management guidance and consulting suitable for young, growing companies is critical to our mission. Our incubator program also provides clients access to appropriate rental space and flexible leases, shared basic services and equipment, technology support services, and assistance in obtaining financing necessary for company growth. The EDC now offers a virtual incubator – Incubator Without Walls (WOW program).

Please see our website for additional details ([www.njit-edc.org](http://www.njit-edc.org)) and contact the Executive Director, Jerry Creighton, Sr. ([jerry.creighton@njit-edc.org](mailto:jerry.creighton@njit-edc.org)) at 973-643-4063, Ext 101.

---

### 24 NJ Business Incubation Network

211 Warren Street  
Newark, NJ 07103

**Contact:**

Suzanne Zammit, President

**Tel:** 856-479-9044

**Fax:**

**E-Mail:** [info@njbin.org](mailto:info@njbin.org)

The New Jersey Business Incubation Network (NJBIN) is a collaborative state-wide community of business experts and resource facilities dedicated to enhancing the commercial success of early stage entrepreneurial companies, growing higher paying jobs in New Jersey.

Through NJBIN incubators, early stage companies are provided critical support services including coaching, access to capital, technical and business resources and networking opportunities. The incubators offer flexible office or laboratory space in a professional business environment.

New Jersey's incubators make significant and measurable contributions to the State's economy through their support of businesses primarily in technology and life science sectors. The 570 entrepreneurial clients companies supported by NJBIN incubators:

- 1700 People Employed
- \$200 Million In Generated Revenues
- \$130 Million Obtained In Third Party Funding

To find out more about specific incubators and the services they provide, please visit our website at [www.njbin.org](http://www.njbin.org) and click on locations indicated on the map.

---

## REPRESENTATIVES OF MAJOR CORPORATIONS

**25 Durst Corporation**

1115 Globe Avenue  
P.O. Box 1252  
Mountainside, NJ 07092-1252

**Contact:**

Dana Egert, Chairman

**Tel:** 908-789-2880

**Fax:** 908-789-2911

---

# Why Become A Venture Association New Jersey Sponsor?

VANJ is New Jersey's largest regular forum for company owners, investors, bankers and service providers. Since 1984, New Jersey's entrepreneurial community has benefited from VANJ's monthly networking luncheons.

You can be a VANJ sponsor.

With one annual cost of \$1,000 you get:

- Preregistration for our 11 monthly meetings each year
- Free admission for a guest to join you at each meeting
- No monthly forms to fill out, no monthly checks to write, no deadlines to meet, no lines to wait in
- Free admission for someone else from your company if you can't attend a meeting
- Listing in the monthly attendance rosters
- Listing in our Sponsor Directory distributed at meetings
- Listing on the VANJ home page on the World Wide Web: [www.vanj.com](http://www.vanj.com)
- Option to have a link from VANJ ([vanj.com](http://vanj.com))

Become a sponsor and join major corporations and the investment, accounting and legal firms that support our efforts to help New Jersey's entrepreneurial community grow.

Become a sponsor and you don't miss our upcoming speakers.

Become a sponsor today. Just mail this reply form to VANJ at the address below. Enclose your check for \$1,000.

For more information about the benefits of annual sponsorships, please call: Clara Stricchiola at 973-267-4200, Ext. 193.

---

## Annual Sponsor Form

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Company Name: \_\_\_\_\_  
Company Address: \_\_\_\_\_  
City/State/Zip+4 Code: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

PLEASE ATTACH 2 OR 3 PARAGRAPHS ON YOUR FIRM TO THIS FORM FOR OUR DIRECTORY

Listings in the Directory of Sponsors are organized by category; please check the category you prefer:

- |  |  |   |
|--|--|---|
| <input type="checkbox"/> Investor, Banker & Intermediary | <input type="checkbox"/> Executive Search & Career   | <input type="checkbox"/> Consultants          |
| <input type="checkbox"/> Providers of Other Services     | <input type="checkbox"/> Management Consultants      | <input type="checkbox"/> Accountants          |
| <input type="checkbox"/> Attorneys                       | <input type="checkbox"/> Insurance, Personal Finance | <input type="checkbox"/> Marketing & Public   |
| <input type="checkbox"/> Printers & Graphic Designers    | <input type="checkbox"/> & Compensation Planners     | <input type="checkbox"/> Relation Specialists |
| <input type="checkbox"/> Corporate Representatives       | <input type="checkbox"/> Organizations               |   |

MAIL TO: Clara Stricchiola  
New Jersey Business Forums Inc.  
c/o Trien Rosenberg  
division of Raich Ende Malter & Co. LLP  
26 Main Street, 3<sup>rd</sup> Floor  
Chatham, NJ 07928  
**FEDERAL TAX I.D. # 22-3457374**