

2017
ACG NJ CORPORATE GROWTH
CONFERENCE & AWARDS

HONORING INNOVATION, EXCELLENCE, AND
CORPORATE GROWTH

THURSDAY, MAY 4, 2017
THE PALACE AT SOMERSET PARK
SOMERSET, NJ

On behalf of all of my colleagues at the Association for Corporate Growth NJ (ACG NJ), it is my pleasure to welcome you to our signature event, The 2017 Corporate Growth Conference and Awards.

This annual event provides us with the opportunity to highlight some of the most innovative and successful companies in the state, and at the same time present you with the chance to hear first-hand what key initiatives they have adopted as pioneers in their industries. As always, our goal is twofold: to give tribute to, as well as be educated by, CEOs of New Jersey-based companies that exemplify innovation, excellence, and sustainable growth.

We encourage you to listen, learn and share throughout the morning. Our power packed agenda features some of the most creative business leaders in New Jersey so we encourage you to put your seat belt on as Pamela S. Harper, Founding Partner & CEO of Business Advancement Inc., navigates a fast-paced discussion with the CEOs who have driven these four award winning companies while enjoying their own careers of distinction.

In addition, we are very proud to honor one company that we believe exemplifies the best innovative practices - a company that has established a strong reputation and a powerful brand and is recognized for its consistently cutting edge approach. This year that company is ADP and we are delighted that CEO Carlos Rodriguez will accept the ACG NJ Corporate Lifetime Achievement Award on behalf of this extraordinary organization.

And you won't want to miss our "Town Hall" session "Insights on Corporate Growth in New Jersey in 2017" featuring Michele N. Siekerka, Esq., President and CEO, New Jersey Business and Industry Association.

This conference is the result of the talent, commitment and hard work of many of ACG NJ's members including the Board of Directors, Marketing Committee and Sponsorship Committee along with the generosity of our sponsors. And when acknowledging the efforts it takes to build today's unique program, I would like to include a special note of gratitude to ACG NJ's Chapter Executives, Jo-Ann Maude and Diane McLevy.

Thank you for joining us today!

Sally Glick, President, ACG NJ
Principal, Sobel & Co.

SCHEDULE

- 7:30am** **Registration Open / Networking**
- 8:00am** **Seated Breakfast / Table Networking**
- 8:20am** **Welcome and Opening Comments**
Emcee: Sally Glick, Principal, Sobel & Co., President, ACG NJ
- 8:30am** **Panel Discussion - 2017 ACG NJ Corporate Growth Award Honorees**
Moderator: *Pamela S. Harper, Founding Partner and CEO, Business Advancement Inc., Director, ACG NJ*
- Honorees Panel:**
- *Leon K. Baptiste, President and Founder, LB Electric Co.*
 - *Flint Lane, CEO and Founder, Billtrust*
 - *Mark Nathan, CEO and President, Tucker Toys*
 - *Madeleine Robinson, CEO, LPS Industries*
- 9:30am** **Break / Networking** (*meet the Corporate Growth Honorees*)
- 9:45am** **Prize Drawing: ***
Single Player Registration for 10th Annual ACG NJ Golf Outing, July 10, 2017 at Fiddler's Elbow Country Club in Bedminster, NJ
- 9:50am** **Keynote: 2017 Corporate Lifetime Achievement Presentation**
Carlos Rodriguez, President and CEO, ADP
- 10:45am** **Insights on Corporate Growth in New Jersey in 2017: A Town Hall Meeting**
Michele N. Siekerka, Esq., President and CEO, New Jersey Business and Industry Association
- 11:30am** **Prize Drawings and Closing Remarks: ***
Prize Drawings courtesy of Rymax Marketing Services, Inc.
Drawing 1: *Garmin Forerunner 735XT GPS Running Watch*
Drawing 2: *Nest C.AmEra 1080p HD Night Vision*
- 11:40am** **Networking**

** must be present to win*

SALLY GLICK

PRINCIPAL, SOBEL & CO. • PRESIDENT, ACG NJ



Sally Glick is a Principal of the Firm and the Chief Growth Strategist at Sobel & Co. In that role she is responsible for the development and implementation of the firm's branding, marketing communications and functions as an ambassador to the community, driving their business development strategies.

In April 2017 Sally was inducted into the NJ Business Hall of Fame and in March 2016 NJBIZ honored her with their Lifetime Achievement Award, and that year she was also the recipient of NJBIA's Inspiration Awards and was inducted into the NJ Ad Club Hall of Fame. In January 2017 she was recognized with the Morris County Bar Association's Patron Award for her commitment to the community. In 2008 she was selected as one of NJBIZ's "Top 50 Women in Business."

As a professional services marketer, Glick was named Accounting Marketer of the Year for 2003, was listed on Accounting Today's list of Top 100 Most Influential People in Accounting for 2004, 2005 and 2006, was inducted into the Association for Accounting Marketing's Hall of Fame. She was also included on the CPA Practice Advisor's 2014 and 2015 Lists of Most Powerful Women in Accounting.

Sally serves on several boards including being the President of Association of Corporate Growth –NJ. She is a member of the Feliciano Center Board of Advisors and is a board member for CIANJ. She serves on the Morris County Chamber of Commerce Members' Council and their nonprofit committee. She is on the board and executive committee of the Center for Nonprofits and serves as the chair of the Fairleigh Dickinson Center of Excellence Advisory Board and co-chair of the FDU annual Women in Nonprofit Leadership conference.

PAMELA S. HARPER

FOUNDING PARTNER & CEO, BUSINESS ADVANCEMENT INC.,

DIRECTOR, ACG NJ / DIRECTOR, ACG NJ / CONFERENCE CHAIR / PANEL MODERATOR



Pamela S. Harper is the Founding Partner and CEO of Business Advancement Inc., a strategic growth advisory firm based in Glen Rock, NJ. Throughout her life, Pam has a track record of finding the hidden opportunities in every situation and taking bold action to for game-changing success. For more than 20 years, Pam has applied her experience to enabling visionary leaders and their companies to accelerate from big ideas to big results. Clients have included entrepreneurial, mid-market, and Fortune 500

companies across 30 industries.

Pam is a host of the professionally produced weekly podcast series *Growth Igniters Radio with Pam Harper & Scott Harper®*, now in its third year. Their guests include visionary, award-winning CEOs of growth companies, corporate directors, and authors of best-selling business books.

Pam has been quoted in, featured in, or written articles for prominent business media including Investor's Business Daily, Chiefexecutive.net, CEO.com and others. For over ten years, she has been a frequent guest on the nationally syndicated program The Small Business Advocate Radio Show with Jim Blasingame. Her critically acclaimed book, Preventing Strategic Gridlock has been used as a text in universities around the world.

LEON K. BAPTISTE

PRESIDENT OF LB ELECTRIC CO., LLC



In 1999, Leon decided it was time to launch LB Electric Company, LLC (LBE) at EDC III Newark, NJ. LB Electric provides electrical systems, testing, solar (photovoltaic), designs and installation for major organizations, including, but not limited to: commercial, industrial, schools, hospitals and government agencies. In 2006, Leon purchased a 20,000 sq. ft. building, in Cedar Grove, NJ that serves as LB Electric's corporate headquarters.

Leon also serves as president and CEO of LB Training Center and LB Glass Enterprise. LB Training Center was developed to offer solar/photovoltaic design and installation training. This program is designed to attract local inner city youth, disabled veterans, and re-entry individuals to the green collar work environment. LB Glass Enterprise provides unitized curtain walls, glass, glazing and building integrated photovoltaic (BIPV) designs and installation for several industries.

Prior to embarking on his entrepreneurial ambitions, he earned a BSEE degree from New Jersey Institute of Technology and served as a Vice President with Nordling, Dean Electric Company, of Chatham, NJ for many years. Leon is a knowledgeable business professional with expertise in a broad range of engineering functions and disciplines such as project management, strategic planning, power quality, corporate safety, risk management, renewable energy and alternative fuel infrastructure. He is a creative, skilled and intuitive problem solver plus actively pursues conservation efforts. He advises corporate executives, elected officials, entrepreneurs, and non-profit leaders on the importance of energy independence. His community leadership roles include serving as a NJIT Equal Opportunity Advisory Board member, NJIT Mentorship Program volunteer, NJIT Electrical Computer Engineering Advisory Board Chair, Word of Life Christian Ministries usher and Weequahic High School football Team mentor.

FLINT LANE

CEO AND FOUNDER

BILLTRUST



Flint is the CEO and Founder of Billtrust. He has set the strategic direction of the company since its founding in 2001. Under his leadership, the company has enjoyed significant growth providing invoice-to-cash services to companies throughout North America.

Billtrust has earned numerous awards from business organizations including the Deloitte Technology Fast 500™ and Inc. 500. In May of 2011 Flint was named as one of the 25 Most Influential Financial Operations

Professionals by the Institute of Financial Operations (IFO) and that same year was recognized as the Ernst & Young Entrepreneur Of The Year®.

Prior to founding Billtrust, Flint was founder, President and Chairman of Paytrust, the leading electronic bill presentation and payment (EBPP) company with over 100,000 customers nationwide. He also held executive positions at Platinum Technology, Logic Works and BrownStone Solutions.

Flint currently serves on the board of the New Jersey Technology Council. He is also a board member and a volunteer big brother for Big Brothers Big Sisters of Mercer County and assists his local PTA with web projects. Flint received his Bachelor of Science in Computer Science from Rensselaer Polytechnic Institute.

MARK NATHAN

CEO AND PRESIDENT

TUCKER INTERNATIONAL, LLC



Throughout his career Mark has combined his unrelenting drive with a passion for perfection. Starting at Mattel working in their preschool line, he renegotiated previously signed Walt Disney contracts that saved the company over \$1 million before moving to the Hot Wheels brand where he tripled licensing and premium sales and was responsible for the highest rated Hot Wheels commercials in Mattel's history. He won Creative Excellence Awards for Packaging Design in 1991 and 1992.

Mark then went to Buddy L Toys where he lead the Vehicles Division to a 32% growth, rejuvenated the line by adding new licenses and features.

Mark rescued Franklin Mint's vehicle division by introducing NASCAR, Construction, Farm, Hot Rods, Muscle cars and other vehicles, renegotiating signed agreements and recouping over \$2 million.

Realizing his talent for negotiating, he launched his own Sports Licensing company, focusing on motorsports before parlaying these licensing programs into a relationship with new start-up Team Beans, LLC (dba Forever Collectibles) which rapidly grew to be a top sports collectibles company.

Over the years, Mark was asked to help toy company Tucker International. He agreed, and shortly after signing on was named CEO and President, playing an instrumental role in the restructuring of the company. The result was 450% growth over two years, doubling worldwide distribution territories, expanding the product line from three items to more than 20 and adding direct-to-retail sales to the original distributor-only business model. Tucker Toys has now earned 44 prestigious awards from top associations in 2016 alone!

MADELEINE D. ROBINSON

CEO

LPS INDUSTRIES LLC



Madeleine is the owner and CEO of LPS Industries LLC, a laminator and converter of high performance barrier films, pouches and bags for the medical, food, pet, military, agri-chem and industrial markets. She joined LPS in 1988 after a thirteen year career on Wall Street. Madeleine was the Executive Vice President of Capital Markets for the Irving Trust Company, NY, also serving as President of Irving Securities.

She received her MBA from the Wharton School of the University of Pennsylvania and her BS degree in finance from Georgetown University.

Madeleine has previously been honored as one of the “Best 50 Women in Business” by the New Jersey Business & Industry Association. She was also recognized in June 2010 by the National Minority Business Council for her long term commitment to the organization’s goals of providing critical development and growth-oriented support to minority and women business owners. Madeleine has been nominated by Savvy Magazine as one of the top 20 corporate women in America and featured in Forbes Magazine’s “People to Watch” section.

Madeleine is on the Chairman’s Advisory Council of the Flexible Packaging Association and previously served on the Executive Committee and Board of Directors. She is also active promoting women entrepreneurship studies at the university level.

CARLOS RODRIGUEZ

PRESIDENT & CHIEF EXECUTIVE OFFICER



Mr. Rodriguez was named President and Chief Executive Officer in November 2011.

Carlos has been with ADP since 1999, most recently as President and Chief Operating Officer since May 2011, and previously as President of National Account Services and Employer Services International. He joined ADP through its acquisition of Vincam, where he served initially as CFO for a short period before becoming President of ADP TotalSource. Under his leadership, TotalSource became the fastest growing, as well as the largest, Professional Employer Organization (PEO) in the industry.

Carlos then spent several years as President of ADP's Small Business Services (SBS), which included ADP's small business payroll services, ADP TotalSource and ADP Retirement Services. Under his leadership, SBS launched "RUN Powered by ADP®" payroll management service, which has become one of ADP's fastest growing product platforms.

Carlos holds master of business administration and bachelor of arts degrees from Harvard University. In addition to his work at ADP, Mr. Rodriguez serves on the Boards of ADP, and Hubbell Inc. He is a member of the Business Roundtable and the Economic Club of New York.

MICHELE SIEKERKA, ESQ.

PRESIDENT & CEO

NEW JERSEY BUSINESS & INDUSTRY ASSOCIATION



Michele Siekerka, Esq. became the 11th President of the New Jersey Business & Industry Association in October 2014.

Michele came to NJBIA from the New Jersey Department of Environmental Protection where she served in the critical position of Deputy Commissioner. Prior to serving as Deputy she served as Assistant Commissioner for Water Resource Management.

In those positions, Michele was a principal player in Governor Christie's charge in "Rebuilding New Jersey" in the wake of "Superstorm Sandy." She was responsible for coordinating funding, outreach and resources for the rebuilding of impacted environmental infrastructure.

While at DEP Michele also coauthored the State Strategic Plan, served as the Governor's representative on the Delaware River Basin Commission and the New Jersey Environmental Infrastructure Trust and was instrumental in the drafting of the 2010 New Jersey State Energy Master Plan.

Prior to DEP Michele served as President and CEO of the Mercer Regional Chamber of Commerce where she launched the Mercer Regional Economic Development Foundation and the Arts and Business Council of Greater Trenton.

Michele served as senior legal counsel and vice president of human resources with the Automobile Association of America Mid-Atlantic addressing legal matters in the areas of employee relations benefits, contracts and regulatory compliance.

Before AAA Michele was a partner in a Mercer County law firm where she was a litigation attorney with specialization in the areas of employment and business law. She also served on Governor Chris Christie's Red Tape Review Group

A Robbinsville resident, Siekerka earned a BA in Political Science and German from Rutgers University and a JD from Temple University School of Law.

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— David, Aquatic Custodian

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Grant Thornton understands that success is built on more than just talent; it takes passion and perseverance to achieve your vision for a better future. On behalf of the professionals who live and work in New Jersey, we are proud to recognize the **ACG New Jersey 2017 Corporate Growth Honorees**.

Michael Bernstein
Partner-in-Charge
New Jersey Market
+1 732 516 5510
mike.bernstein@us.gt.com



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Congratulations to all of the honorees

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ABOUT THE 2017 ACG NJ AWARDS

The ACG NJ Corporate Lifetime Achievement Award is for a middle market or large company headquartered in NJ, with significant operations and employees in our State. The company has longevity and has demonstrated a consistent and powerful track record of innovation, excellence, and corporate growth.

The ACG NJ Corporate Growth Awards honor four middle market companies (annual revenues between \$5 million and \$500 million) headquartered in New Jersey with significant operations and employees in our State. They exemplify innovation, excellence, and sustained corporate growth over at least three consecutive years and meeting other specific nomination criteria. For complete selection criteria for The 2017 ACG Corporate Growth Awards visit www.acg.org/nj.

Past Award Honorees

The ACG NJ Corporate Growth Conference & Awards

2015 Honorees

Corporate Lifetime Achievement Award:

Crestron Electronics – Randy Klein, President & CEO

Corporate Growth Awards:

AdMagic, Inc. – Shari Spiro, CEO & Founder

cSubs – Julie Auslander, President & Chief Cultural Officer

iCIMS, Inc. – Colin Day, CEO

Synchronoss Technologies – Stephen Waldis, Founder, Chairman and CEO

2016 Honorees

Corporate Lifetime Achievement Award:

Kings Food Markets – Judy Spires, Chairman and CEO

Corporate Growth Awards:

Marketsmith Inc. – Monica C. Smith, Chairwoman, Founder and CEO

ORBCOMM Inc. – Marc Eisenberg, CEO

PetMatrix – Mark Stern, Founder and CEO

Theorem, Inc. – Jay Kulkarni, CEO and Founder

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* Member of 2017 Corporate Growth Awards Selection Committee

ABOUT THE ASSOCIATION FOR CORPORATE GROWTH

Founded in 1954, the Association for Corporate Growth has 59 chapters and 14,500 members around the world. ACG serves 90,000 investors, executives, lenders and advisers to growing middle-market companies. ACG's mission is to drive middle-market growth.

75% of ACG members report that they have done business with fellow members.

This return on investment has made ACG the most trusted and respected resource for middle-market dealmakers and business leaders who invest in growth and build companies. Face-to-face events, online tools, structured networking opportunities, exclusive member benefits and leading-edge market intelligence provide ACG members with powerful business-building resources.

Private equity professionals, investment bankers and intermediaries, attorneys, auditors and accountants, lenders, corporate development officers, company leaders and others focused on the middle market make ACG your resource for opportunities, capital and services. ACG brings together every segment of the growth community.

ACG New Jersey boasts members from small entrepreneurial companies as well as large influential corporations. Come to one of our meetings and find out why the movers and shakers of New Jersey convene at ACG New Jersey.

CONTACT: ACG New Jersey
Diane McLevy, Chapter Executive
10 Winton Farm Road
Newtown, CT 06470
P (855) 224-6500
E-mail: dmclevy@acg.org

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