

## Morris County Chamber of Commerce President Profile

The Morris County Chamber of Commerce (MCCC) seeks a dynamic individual to lead the organization, following the retirement of Paul Boudreau at the end of 2018.

MCCC serves more than 870 member companies who employ 75,000 people in Morris and the surrounding counties. MCCC is widely recognized as one of the leading chamber organizations in New Jersey. Their mission is to help businesses grow. The organization helps its members succeed and works to retain and grow jobs and investment in Morris County.

The President reports to a prominent [Board of Directors](#) currently led by Jack Miller, President and Chief Executive Officer of Solix, Inc. The President oversees a diverse leadership portfolio that includes managing a staff of eight full-time employees, two part-time employees, and a budget of \$2.1 million. The [Morris Business Cabinet](#) is a 37-member forum representing some of the leading companies in the Chamber.

### Mission and Services

MCCC exists to:

- Sponsor member-relevant committees for personal, professional, business and community growth and to provide networking opportunities for the business community
- Create an environment that is supportive of business by monitoring and assessing business-related local, state and federal legislative activity, by serving as a spokesperson to advocate business positions before government and by providing a forum for members and government officials to meet
- Develop and offer business education and training programs and facilitate partnerships between business and education
- Provide and support economic development activities that facilitate the retention and expansion of Morris County businesses and attract new businesses to the county
- Build leadership, stewardship and volunteerism in the business community
- Serve as an information source about business-related issues in Morris County



MCCC hosts more than 300 events and meetings annually, including several [Signature Events](#) that draw high interest and attendance. The annual calendar of events provides opportunities for all professionals and business leaders to learn, volunteer, share information, grow their leadership and communications skills, impact public policy, and meet potential clients and customers. Initiatives such as interest-specific

[Forums & Committees](#) and [Leadership Morris](#) enable members to dive deeply into the issues affecting their businesses and the greater community.

## **The Role of the President**

The President works closely with the staff, Board and the entire membership to create and execute programs that benefit Chamber members and the larger community. S/he drives success for the organization through strategic management of the following areas, which are critical to realizing the Chamber's vision and goals:

**Governance/Board of Directors:** S/he helps build a strong Board and has the executive ability to unite the Board on strategic decisions that will move the organization forward. The president drives the organization's vision, goals and strategies, in partnership with the Board and staff, through strong organizational and strategic thinking skills and experience. S/he has the ability to gain leadership financial support from Board members for the organization, identifies the portfolio of skills represented on the Board, and seeks innovative ways to recruit Board members to focus on areas where they can make a major contribution to the overall goals of the Chamber.

**Budgets/Fundraising:** Strategic fundraising experience and skills is a key driver of organizational success. The president understands fundraising and sponsorship opportunities that appeal to specific organizations. S/he identifies issues, events and speakers that will generate revenue for the organization while accomplishing the larger goal of advocacy, training, economic development and member networking. S/he has knowledge of the larger business community and how companies and leaders are connected across the community. The president builds realistic budgets based on a clear understanding of the interests of members, potential sponsors and public officials, and understands the processes used by large organizations in making their sponsorship and philanthropic decisions.

**Membership:** The president, in collaboration with the Executive Vice President of Membership, creates a vision and executes plans to attract the most successful members of the business community to the Chamber and is constantly seeking to increase membership value. S/he develops strategies and outreach to recruit new members and visits with prospective members to make a solid case for how the Chamber can help their organizations and employees. The president works with current members and the Board to retain and recruit new members, staying abreast of new companies moving into the county and identifying individuals who can provide introductions to those companies. S/he works with staff to execute outreach focused on retention and communications with current members and develops opportunities for prospective members to attend high profile chamber events. The president supports retention through concierge services to members who request specific assistance.

**Morris Business Cabinet:** The president leads the effort to provide value and programming for the Cabinet, which is comprised of thirty-seven of the Chamber's largest members. The organization has developed a special premium membership for these companies and executes specific events and programs designed especially for them. Cabinet members provide



leadership and financial support for the Chamber. The president interfaces regularly with these companies to be sure that the Chamber understands their current challenges and instances where the organization can be supportive. S/he must work to retain Cabinet members and recruit additional members to Cabinet status. This requires the ability to work closely with C-suite leaders to identify the business interests and needs of these organizations.

**Public Policy:** The president must understand the legislative process and have excellent “political antennae.” S/he is a principal advocate for the Chamber, communicating with public officials at the local, county, state and national levels of government. The president is responsible for developing solid relationships with elected officials and utilizing his/her key contacts to assist members on specific issues, development projects, obtaining permits, and other issues.

**Economic Development:** The Chamber, through its Morris County Economic Development Corporation (MCEDC), is the economic development arm of the county. The Chamber president works closely with MCEDC’s Executive Director, county freeholders and members of the private sector to retain and bring new jobs to Morris County. S/he also ensures that the MCEDC has a strong relationship with state agencies that provide incentives and programs for businesses. The business landscape is constantly changing, and the president of the chamber must be creative about how s/he can develop and utilize relationships that help deliver value added counsel and involvement in the economic development space.

**Leadership Morris:** The Chamber president must be an advocate for volunteerism and business support for not-for-profit organizations, which make positive contributions to the quality of life in Morris County. The Leadership Morris Program seeks to inform and educate chamber members about opportunities in the community where they can focus their resources and sweat equity to make a difference in health care, housing, education and other areas.

### **Competencies of the Ideal MCCC President**

The ideal candidate will be a hands-on strategic leader who brings to MCCC:

- Experience as a strategic leader in the private and public sectors;
- The ability to work with Fortune 500 companies as well as mid-market and small businesses;
- A proven track record of working directly with a high-powered board of directors;
- Experience developing a visionary strategic plan and the ability to make the vision become a reality;
- Ability to manage and motivate Chamber staff to work collaboratively towards achieving ambitious performance goals;
- Political acumen and a demonstrated ability to bring together business leaders and elected officials at all levels of government;

- Knowledge of the political and economic climate in Morris County and New Jersey, including trends expected to affect business and industry in the region in the coming decade;
- The ability to analyze the needs of the MCCC's constituents, and to engage in entrepreneurial and visionary thinking to develop strategic responses;
- Knowledge of overall trends in business, technology, and the needs and priorities of the next generation of business leaders;
- A robust network of contacts and colleagues in the business and legislative communities;
- Demonstrated ability to recruit new members and cabinet members;
- Develop performance matrices designed to evaluate and maximize membership value;
- Demonstrated ability to promote member engagement leading to increased membership growth and improved member retention;
- A track record of strategic collaboration across the business, community, education, and public sectors;
- High energy and enthusiastic fundraiser to host and lead special events and programs;
- Excellent oral presentation and written communication skills, including the ability to provide clear and concise information regarding finances, budgets, planning, and performance metrics;
- Experience providing expert testimony in a legislative setting;
- Passion and vision for the Morris County business community's ongoing growth and success.

### **Compensation Package**

The Board of Directors of the Morris County Chamber of Commerce are prepared to offer a competitive compensation and benefit package.

### **Contact Information for Nominations and Interested Candidates**

If you would like to nominate a potential candidate or discuss this opportunity further, please contact Dennis C. Miller, Managing Director of The Nonprofit Search Group, at [dennis@thenonprofitsearch.com](mailto:dennis@thenonprofitsearch.com) or by phone at 201-956-1810. Resumes may be forwarded to Michele Hickey, Senior Director of Executive Search, at [michele@thenonprofitsearch.com](mailto:michele@thenonprofitsearch.com).

**Morris County Chamber of Commerce  
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*June 28, 2018*