

EXECUTIVE Q&A

What is the biggest issue currently facing your industry?

WE LAUNCHED A NEW SECTION IN OUR AUGUST ISSUE designed to give you insight into what's going on across a range of sectors by asking three local executives to answer a pertinent business question from the viewpoint of their respective industries. Their replies provide a snapshot of the current business landscape in our area.



Annette Festa,
president,
Progressive
Benefits Solutions

Some of the biggest uncertainties facing our industry are the instability of the individual market due to attempts to repeal the individual mandate, the government's move to stop paying the cost sharing reductions (CSR) and the lack of competition in the state. We also see mergers of doctor practices, hospital systems and now, with the recent merger of Aetna to CVS, the impact this might have on the overall cost of care. We also see uncertainty in how carriers are marketing their products, discontinuing a lot of products from their portfolio with the focus being on tiered networks which may not always benefit the consumer.



Daniel J. Caldwell,
chief marketing officer,
Stout & Caldwell, LLC

I'd have to say there are two main issues facing the civil engineering, land surveying and environmental sciences industry. The first is the regulatory environment—we are routinely tasked with navigating a mix of local, state and federal regulations, plus keeping informed of changes that impact both commercial and residential clients. The other challenge is one of finding highly qualified staff. We have a great team that has helped us grow. Yet as a result of being busy, the cliché "good employees are hard to find" has never been more on point.



Ira Brown,
market president,
M&T Bank

A big business factor in 2018 will be the changing tax code and its impact on business operations and capital investment. One of the biggest challenges we've faced recently, and it's more of a challenge than an obstacle, has been softening commercial loan demand. When we surveyed commercial customers across our footprint, including New Jersey, in Q3, only 31 percent expected to increase capital spending in the months ahead. As we're getting more clarity on business tax reform, that should provide a stimulus to both the U.S. economy and many local businesses, and we'll be working with our clients to help them understand the changing environment and finance their business plans.

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"I served as Sr. Proj. Engineer for the Sherwin Williams Company from 7/2000 to 4/2017. Throughout my tenure MCR Services, Inc. was one of my preferred Contractors and Developers. I highly recommend MCR. MCR Services, Inc. completed projects within time and under budget". — Bud Emig

"MCR Services, Inc. has completed several projects for us (InterState Commercial Real Estate). Currently they are completing a 20,000 sf retail building and are breaking ground on a medical facility with attached retail. I continue to hire MCR Services, Inc. because they continue to perform. Their staff is knowledgeable and communication has been excellent". — Deborah Conroy

"Altman Management has been utilizing the services of MCR Services, Inc. for over five years at our properties located throughout the tri-state area. Their ability to meet our needs for the demanding larger scaled hi-priority projects is where they continue to meet and exceed our expectations. I would recommend MCR Services, Inc. for your next construction project"
—Donald K. Powell, Reg. Mgr.

For decades, MCR Services, Inc. has been creating satisfied clients. Contact them at 856-317-0006, or at george@mcrservicesinc.com, to discuss how they can satisfy you, as well.