

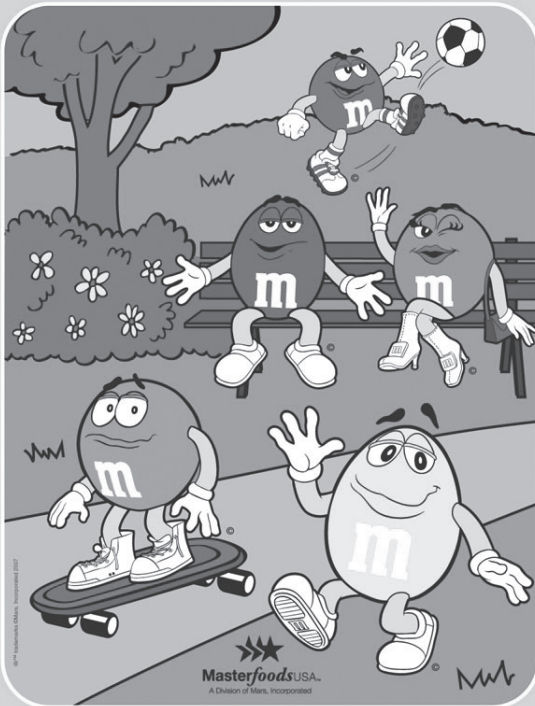
Commentary

A Publication of the Warren County Regional Chamber of Commerce

Volume 6, Issue 4 April 2007

Carnival Rides • Food Games • Business Ten • Entertainment

15th ANNUAL Spring Festival MAY 4, 5 & 6 2007



PRESENTED BY THE WARREN COUNTY
REGIONAL CHAMBER OF COMMERCE

Location:

Hatchery Fields,
Hackettstown, NJ

Fifth and Reese Avenues
(behind Centenary College)

Hours:

Friday, May 4th
5:00 p.m. – 10:00 p.m.

Saturday, May 5th
12:00 p.m. – 10:00 p.m.

Sunday, May 6th
12:00 p.m. – 6:00 p.m.

Pre-Sale Carnival Ride

Tickets \$12.00 / sheet of 24

Wristband Night is Friday!

Bands on sale from
6:00 p.m. – 8:00 p.m. Only

SPONSORS



Warren
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Mallinckrodt Baker

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Save the Date!

North Warren's 4th of July

"Spirit of Americana Celebration"

11:00 a.m. – 5:00 p.m.
At Footbridge Park in Blirstown

Contact the Chamber on how
your business can be showcased.

Letter from the President



Well this month, I am going to keep it very brief because there is so much going on at the Warren County Regional Chamber of Commerce. With so much going on I have one question: Are you getting the most out of your Chamber membership? If not, why, with so many events, educational opportunities, socials and informational resources the Chamber has to offer. Let us help you grow, expand and strengthen your business.

I hear so many times the phrase: "I just don't have time to participate." Then let someone else come out from your business, get your businesses name out there and active. Utilize us to train and inform others about what services and products you offer. With over 400 member businesses, being the contact for economic development for the county and now reaching out bringing visitors through the Convention & Visitor Bureau to our area. The Chamber can help you reach further then we ever did before.

We have many ways to help your business grown, come out to a Maximize Your Membership Orientation or set up time to meet with us and let us work together to build an organization that is "Leading Businesses, Leading Communities."

Focused on the Future of Warren County,

Robert Goltz

Administrative Professional's Day Luncheon

April 25, 2007
12:30 p.m. – 2:00 p.m.

Mattar's Restaurant
Route 517, Allamuchy, NJ

Space is limited and filling fast. This has been a sold out event the past two years. Event includes a superb lunch, gifts and door prizes.

Call the Chamber office or email us at info@warrencountychamber.org

Administrative Professional Day



2007 BOARD OF DIRECTORS

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Warren County Community College

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Jody Dodge, *Executive Assistant*

Maryann Milewski
Member Services Coordinator

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Robert L. Goltz, Publisher
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AM BIZ



Warren
County Community College

April 6, 2007 & May 4, 2007
7:15 a.m. – 8:30 a.m.
Warren County Community College
475 Route 57 West
Washington, NJ 07882

AM BIZ is a year-round power networking program. This is an excellent opportunity for attendees to grow their business in a unique, structured and timely format. The structure allows each attendee being given a specific, concise amount of time to give a thumbnail sketch of their company and plug any new features, specials or upcoming events they'd like others to know about.

Business Over Breakfast

State of the County Address
Presenters include:
Freeholder Richard Gardner
Warren County Planner, David Dech
Warren Chamber President, Robert Goltz



Friday, April 13, 2007
7:45 a.m. – 9:00 a.m.
Hawk Pointe Golf Club, 294 Route 31 in Washington, NJ
Member Cost: \$20.00

Women In Business Series

Presenter: Neale S. Godfrey, Children's Financial Network Inc.

Friday, May 11, 2007
7:30 a.m – 9:00 a.m.
Harkers Hollow, 950 Union Town Road in Phillipsburg, NJ
Member Cost: \$20.00

Maximize Your Membership

Wednesday, April 11, 2007
4:00 p.m.

Warren County Regional Chamber of Commerce
10 Brass Castle Road in Washington, NJ

Come to this Member reception and learn how to maximize your investment with the Chamber. Whether you are a new member or old, the Chamber will show you how to get over \$250.00 back on your Chamber Investment.

Third Thursday

Non-Profit Necktie/Chamber Open House

Thursday, April 19, 2007
5:00 p.m. – 7:00 p.m.
Warren County Regional Chamber of Commerce
10 Brass Castle Road in Washington, NJ

Sponsored by: Rita's Italian Ice and Angelfood Catering

Come and support local non-profits and meet the staff of the Chamber. The Non-Profit Necktie is a fun competition between area non-profits who have decorated a necktie to represent their organization. Votes are cast by cash donation to their particular organization.

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Business Training & Development Workshops for April & May

How to use Customer Complaints to Win Customers for Life

L.E.A.R.N.-ing To Resolve Customer Complaints

Handling customer complaints is an important part of keeping your business healthy and profitable. If you want your customers and clients to come back again you must meet and exceed their expectations. When that doesn't happen you end up with a complaint, (if you are lucky). A complaining customer is trying to help you understand where you failed to satisfy their expectation. Many times an unsatisfied customer will never return. You should be thrilled and delighted that your client or customer cares enough about you and your business to take the time to complain. Here are a few easy steps to get to the root of the problem, and to find out how to make that client or customer a "repeater."

April 26, 2007

Thursday 9:00 am – 11:00 am

Warren County Regional Chamber of Commerce

Instructor: Brian Kathenes

Cost: \$45.00

How to Hire Good Employees

Finding good employees is crucial for every business. The better the employees, the more successful the company will be. Learn how to go about hiring good employees and where you might be able to find them. Remember, employees are the key to your business success.

April 19, 2007

Thursday 9:00 am – 12:00 am

Warren County Regional Chamber of Commerce

Instructor: Karen Katcher

Cost: \$45.00

Selling by the Numbers

Using Your Sales Records to Multiply Your Sales.

This interactive sales development program is designed to provide you with seven highly effective sales techniques. You will be able to identify and structure five different types of sales calls and discover why each one is critical to developing a highly-effective sales system.

You will learn the analytical techniques for uncovering lost sales opportunities within your current customer and client base. With this powerful information you will be amazed how easily it will be to multiply your sales numbers.

May 8, 2007

Tuesday 6:00 pm – 8:00 pm

Warren County Regional Chamber of Commerce

Instructor: Brian Kathenes

Cost: \$45.00

North Jersey Economic Growth Forum

April 26, 1 p.m. to 3 p.m.

The Madison Hotel, Morristown



Take advantage of an exclusive opportunity to participate in a session where Corzine Administration members will speak about the future of New Jersey and gather input from the business community. The State Chamber's Platform for Progress Coalition and Governor Corzine's Office of Economic Growth will host this forum to provide the Administration with opportunities to speak directly with the business community about the Economic Growth Strategy for New Jersey.

The town hall-style economic forums will also be a place where business people can engage state departments and authorities about their ideas for making New Jersey a better place to grow a business.

We encourage you to attend so that your region and industry sector is represented. Contact the Chamber at bgoltz@warrencountychamber.org to be registered.



"Funded in part through a cooperative agreement with the U.S. Small Business Administration. Additional funding is provided through the NJ Commerce, Economic Growth and Tourism Commission and Centenary College, Hackettstown, NJ.

New Members • New Members • New Members

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- Students who do 15 hours of homework a week complete 2.7 additional years of education when compared with students who do not do homework.

Check out the website: www.learndoeearn.com

Call the Warren County Regional Chamber of Commerce for more information on how to get involved with strengthening their future. 908.835.9200 or info@warrencountychamber.org

Warren County Job & Career Fair

Thursday, April 5, 2007

Warren County Technical School
1500 Route 57 in Washington

New Jersey Department of Labor and Workforce
Development

The Department of Continuing Education at
Warren County Community College

Warren County Technical School

Warren County One-Stop Center in Phillipsburg

Warren County Regional Chamber of Commerce

Members in the News

Warren Hospital to Offer Free Series on Alzheimer's Disease

Warren Hospital's Geriatric Services Department, in conjunction with the Alzheimer's Association, will present "Getting Through the Day," a four-week series intended for the caregivers of those with Alzheimer's Disease or related dementia. Each program will be held from 6:30 to 8:30 pm in Warren Hospital's Farley auditorium.

The series will begin with Understanding and Managing Behaviors on Wednesday, April 4 with speakers Amy Matthews of the Alzheimer's Association and Yogesh Viroja, M.D., Warren Hospital staff geriatrician. Ms. Matthews and the Warren Hospital Occupational Therapy staff will discuss Adapting Personal Care Techniques on April 11.

The topic of the April 18 program will be Creating a Safe Home Environment, with Ms. Matthews and Sandra Dean, MSN, geriatric nurse practitioner at Warren Hospital. The series concludes on April 25 with Taking Care of Yourself, with speakers Ms. Matthews and Anne Grogan, MSW, Warren Hospital Director of Geriatric Services.

Funding for the program was made possible in part by the Clare and Leslie Fish Memorial Fund of the Warren Hospital Foundation. To register for the series, or for more information, please call Warren Hospital's Geriatric Services Department at (908) 859-6722.

Centenary to Host Health Fair

Centenary College will hold its annual Health Fair on April 4th, from 11:30 A.M. to 1:30 P.M. in the Edward W. Seay Administration Building's peer tutoring facility, the HUB. The public is invited, and numerous groups are going to take part in the event.

Centenary's Nurse Jean Robert says, "The Health Fair is always an interesting event. We have several groups representing a wide variety of health concerns this year. I am sure our students—and the general public—will find the information useful to their daily lives."

For more information, please call (908) 852-1400, ext. 2205.

Warren Hospital's Geriatric Services and Nursing departments

will offer a conference on "Validation Therapy" by Stephen Klotz from 8 a.m. to 3 p.m., Thursday, April 12 in the Farley Education Center auditorium.

The program is intended for physicians, nurses, social workers, physical and occupational therapists, discharge planners, home health professionals and anyone who works with older adults.

This FREE seminar, including continental breakfast, lunch and conference materials, is funded by the Clare and Leslie Fish Memorial Fund of the Warren Hospital Foundation.

For more information or to register, call Warren Hospital's Geriatric Services Department at (908) 859-6722. Registration deadline is March 30. Seating is limited.

Entrepreneurial Business Boot Camp

The New Jersey Association of Women Business Owners (NJAWBO), Sussex/Warren Chapter will hold its first annual Entrepreneurial Business Boot Camp on April 28, 2007 at Centenary College, Hackettstown, NJ. This event will be co-sponsored by Centenary College SBDC and will give the seasoned, start-up and want to be business owners the opportunity to ask those nagging questions about their business.

The Boot Camp runs from 8:00 a.m. – 5:00 p.m. Cost is \$69.00 for all participants, breakfast and lunch included and \$20 for the speakers reception. To register for this event, please visit www.njawbosw.org.

Heath Village Retirement Community

in Washington Township, Morris County is hosting an Open House on Saturday, May 12th from 1:00 p.m. to 4:00 p.m. Festivities will include tours, musical entertainment, refreshments, raffle prizes and valuable information from Heath Village Resident Groups and Organizations. For more information, please call Hope Graziani, Community Relations Coordinator at (908) 684-5006.

United Way Expands Funding Opportunities

The United Way of Warren County has announced a new plan for funding health and human services throughout the county that represents an expansion of funding opportunities for those organizations helping people in need. United Way is expanding one program and introducing a brand new program here in Warren County.

For the first time in 30 years, the agency funding cycle will now be open to all non-profit health and human service agencies in Warren County. In the past, funding has been limited to 13 agencies. This year's application cycle is open to all agencies that meet criteria for funding. The application process for receiving funding for July 2007 through June 2008 will be conducted April through May. Application materials are available on the United Way web site, www.unitedwayofwc.org, or by calling 908-689-2755.

Another new feature of the funding program for United Way is the Community Impact Grant Process, which will provide one time grants throughout the year for projects and services that help people in Warren County. These grants will fund work that fits into the community impact priorities of United Way: Helping Youth Succeed, Strengthening Families, and providing Safety Net Services.



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WE'RE ON THE WEB
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Focused on the Future of Warren County Businesses

April 2007 Schedule of Events

SUN	MON	TUE	WED	THU	FRI	SAT
1	2 ★	3	4	5	6 ★	7
8	9	10	11 ★	12	13 ★	14
15	16	17	18	19 ★	20	21
22	23	24	25 ★	26	27	28
29	30					

- 04/02/2007 **Flavor of Warren**
5:00 p.m. Abilities of Northwest Jersey Inc., Washington
- 04/06/2007 **AM BIZ**
7:15 a.m. Warren County Regional Chamber of Commerce, Washington
- 04/11/2007 **Maximize Your Membership**
4:00 p.m. Warren County Chamber, Washington
- 04/13/2007 **State of the County**
7:45 a.m. Hawk Point Golf Club, Washington
- 04/19/2007 **Non-Profit Necktie**
5:00 p.m. Warren County Regional Chamber of Commerce, Washington
- 04/25/2007 **Administrative Professional's Luncheon**
12:30 Mattar's, Allamuchy