

Commentary

A Publication of the Warren County Regional Chamber of Commerce

Volume 8, Issue 7 August 2009

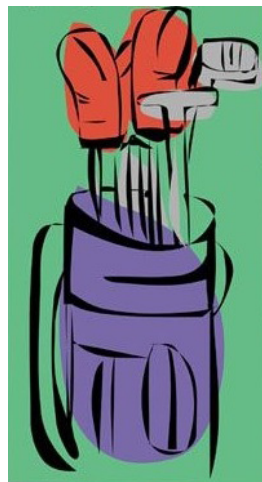


10th Annual Golf Thing

Monday, August 10, 2009
Apple Mountain Golf & Country Club
369 Hazen Oxford Road, Belvidere

Registration starts at 10:30 a.m.
Shotgun Start 12 Noon
\$99.99 per player

Dinner and Prizes



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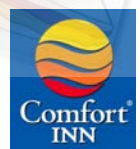
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The Warren County Regional Chamber of Commerce's Summer Council Networking Lunches

11:00 a.m. to 1:00 p.m.

Hackettstown - Tuesday, August 4 - Comfort Inn
Warren Hills - Wednesday, August 5 - Warren County Regional Chamber of Commerce, Washington
Phillipsburg - Thursday, August 6 - Shappell Park
Belvidere/Hope - Wednesday, August 12 - Hotel Belvidere
North Warren - Thursday, August 13 - Re/Max Ridge, Blairstown

Join friends and colleagues in the business community for lunch, exhibits and networking



Find out how you can increase your visibility with the following

SPONSORSHIP OPPORTUNITIES

Media Sponsor - \$250 • Council Sponsor - \$100 • Table Sponsor - \$25

Contact the Chamber at 908-835-9200 for details.

Letter from the President



First of all, I want to thank everyone who filled out our survey in July. The information you provided us will be key to future planning of the organization in the upcoming months and in our strategic planning. I understand that many times your ideas and opinions are solicited from various organizations and you feel that once the information is given it sits on a shelf. This will not be the case.

Since January, the Chamber has been expanding our efforts in Economic Development, Advocacy, new programs and technology to assist our members and community to grow. This growth has not come solely by the Board of Directors and/or the staff. Many of the ideas and programs have come in response to your suggestions and ideas. I would like to encourage you, as a member, to continue to make suggestions, share ideas and give our organization constructive criticism. This process is important to the organization's growth and prosperity.

This past month, you have been receiving more emails from the Chamber. This is due to suggestions by membership in reaching out to inform our members of everything we have to offer. We have been doing a good job at informing our new members of all that we have to offer, but we believe many of our long-time members may not have the information on products/services that we have expanded into. I know that over the last five years alone we have added over 150 programs/services that our members can utilize to help their businesses grow and save money. Please take some time to look over the materials or forward them to someone in your organization to review.

As always, I am encouraging all our members and their employees to join us on LinkedIn.com. Almost everyday, we are adding information to help you run your business. It is also a great way for the Chamber to get information on legislative issues facing our business community. This month we also have contracted with a webinar provider to offer our members a way to get training while staying at their office. You can view some of the classes at www.warrencountychamber.org/webinars.asp. These classes are timely and can provide you the training your employees need to succeed.

The Warren County Regional Chamber of Commerce is working hard to assist your business grow through cost saving programs, trainings, advertising discounts/programs and networking opportunities. I encourage all of you to feel free to contact a member of the staff or Board of Directors to assist us in the continued growth of our organization.

Robert Goltz, IOM

2009 BOARD OF DIRECTORS

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Warren County Community College Foundation

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Jersey Central Power & Light

Donna Mugavero, *Warren Hospital*

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John Sommer, *Centenary College*

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Florio, Perrucci, Steinhardt & Fader, LLC

Glenn Tippy, *GBW Insurance*

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Stephanie Rummerfield, *Membership Manager*

Eileen Seiler, *Communication Director*

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www.warrencountychamber.org

Robert L. Goltz, Publisher

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Free COUPONS!
Save Gas,
Save Money!

New Faces at the Chamber: Summer Interns Assist Staff and Gain Real World Experience

By Jenna DiGregorio

With only a small full-time staff, the Warren County Regional Chamber of Commerce has recruited four interns this summer to help with the workload. At the same time, the interns are gaining valuable experience as they learn about what goes on in the Chamber. Each intern is assigned to a different department of the Chamber, specific to his or her interests.

Allison Drake, a student at Rider University, has taken the position as the Events Planning intern. As such, her responsibilities include calls to local businesses for events and soliciting sponsorships and/or donations from companies for various Chamber events. Allison looks forward to being able to work with local businesses, and wants to assist in planning events to help better the community.

Joe Cartaxo, currently attending Penn State University, is the new intern in the Economic Development field. This internship position requires him to do research, which includes calling other chambers around the country to find out information about them. Cartaxo says he took the internship "to get real world experience in something I might be doing after college." He says that this internship is a good start for him.

Kevin Fisher, the Legislative Monitoring intern, deals with the politics of the Chamber. Currently enrolled at Duke University, he, too, was thinking about what a good opportunity this job was when applying for the position. "It is a good starting position for a government job," says Kevin. This particular internship keeps Kevin busy following New Jersey legislation, and making policy recommendations.

Jenna DiGregorio, a student at Fairleigh Dickinson University, is the new PR/Marketing intern for the Chamber. "I wanted to get some hands-on experience working with local businesses and getting a chance to interact with all kinds of people", says Jenna. Her summer will be spent interviewing business owners, then writing articles and press releases, covering events that will be happening in the county.

Being a member of the Warren County Regional Chamber of Commerce ensures getting your company name out around the county and making your business known. It also helps to keep you informed of the events that take place throughout the county. These four interns see the value a chamber of commerce offers to local businesses, and are working hard to service them.

Education is your business

*Partnering with LearnDoEarn
can help shape your future workforce*

The LearnDoEarn Student Credentialing System needs the support of the business community to achieve its goal of motivating students to Learn More Now, Do More Now, Earn More Later. Here are some of the ways you can get involved:

- Support LearnDoEarn through tax-deductible contributions
- Inform your local school district about LearnDoEarn.
- Incorporate LearnDoEarn in mentor programs for employees who work with teens.
- Register as a website member to receive the latest news, statistics and information.
- Provide LearnDoEarn with feedback on what skills and characteristics you look for when interviewing candidates for employment.
- Help spread the message in your community.
- Use your influence as a business leader to educate and inform.

For information on how you can support LearnDoEarn, visit www.learnndoeearn.org

Learn.Do.Earn.
Student Achievement System

Listen. Learn. Lead.

The Warren County Regional Chamber of Commerce LEADERSHIP WARREN Program is an excellent way to get in touch and involved.

**Find out who and what make Warren
County work in**

**Government
Education
Tourism
Business/Manufacturing
Community Services
HealthCare
Economic Development**

... and then make it work for you!



REGISTER NOW
for the 2009/2010 Program
Contact the Chamber at 908-835-9200
or visit
[www.warrencountychamber.org/
leadership/leadership_about.asp](http://www.warrencountychamber.org/leadership/leadership_about.asp)

AM BIZ



Warren
County Community College

August 7, 2009

7:15 a.m. - 8:30 a.m.

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

AM BIZ is a year-round power networking program. This is an excellent opportunity for attendees to increase awareness of their businesses in a unique, structured and timely format. Each attendee is given a specific, concise amount of time to provide a thumbnail sketch of his or her company and plug any new features, specials or upcoming events.

Maximize Your Membership

August 5, 2009

9:00 a.m. - 10:00 a.m.

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

Come and see what Chamber membership has to offer. This one-hour orientation covers the benefits, programs and advertising opportunities to assist your business.

Make the most out of your membership by taking advantage of this opportunity to get the maximum exposure for your business. To register, contact the Chamber at 908-835-9200 or online at info@warrencountychamber.org.

Chamber Webinar Series Delivers Expert Advice

Are you looking for ways to grow your business, trim your costs, increase your advantages or enhance productivity, but don't have time in your schedule to attend seminars off-site? The Warren County Regional Chamber of Commerce Webinar series offers a convenient and cost-effective solution that will allow you to take advantage of the most current business strategies and techniques while eliminating the travel time.

Learn how to become a more effective negotiator, a better manager

and team builder, or a solutions-oriented sales person. Find out how to navigate the Internet to create interest for your company, develop relationships or prepare for your next client meeting. Get tips on the latest marketing and networking strategies to increase visibility and profits.

Log on to www.warrencountychamber.org/webinars.asp, choose the webinar you would like to participate in and click on register. Each hour-long seminar costs \$99.

AUGUST WEBINAR SCHEDULE

Advanced Negotiation Techniques

Start Time: 8/4/09 1:00 pm (EST)
End Time: 8/4/09 2:00 pm (EST)

Own Yourself on Google

Start Time: 8/5/09 1:00pm (EST)
End Time: 8/5/09 2:00pm (EST)

Create Value in the Selling Process

Drive Sales by Becoming Your Clients' Trusted Advisor

Start Time: 8/11/09 11:30am (EST)
End Time: 8/11/09 12:30pm (EST)

Measuring the Value of Your Trade Show Program

Start Time: 8/11/09 1:00pm (EST)
End Time: 8/11/09 2:00pm (EST)

Success Strategies for Small Business Owners

Learn the Secrets to Effective Decision Making

Start Time: 8/11/09 2:30pm (EST)
End Time: 8/11/09 3:30pm (EST)

Develop A Marketing Plan to Retain and Grow Your Customer Base

Start Time: 8/12/09 10:00am (EST)
End Time: 8/12/09 11:00am (EST)

What Every CEO Should Know About His or Her Sales Organization

Start Time: 8/12/09 11:30am (EST)
End Time: 8/12/09 12:30pm (EST)

Get the Trash Out Of Your Funnel

Start Time: 8/12/09 1:00pm (EST)
End Time: 8/12/09 2:00pm (EST)

Migrating from a Product Sales Person to a Solution Sales Person

Start Time: 8/12/09 2:30pm (EST)
End Time: 8/12/09 3:30pm (EST)

Increase Lead Generation with Social Media

Start Time: 8/13/09 1:00pm (EST)
End Time: 8/13/09 2:00pm (EST)

Managing Difficult Employees In Key Positions

Start Time: 8/13/09 2:30pm (EST)
End Time: 8/13/09 3:30pm (EST)

How to Build Strategic Alliances to Grow Your Business

Start Time: 8/14/09 2:30pm (EST)
End Time: 8/14/09 3:30pm (EST)

How to Run Effective Internal Meetings

Start Time: 8/18/09 1:00pm (EST)
End Time: 8/18/09 2:00pm (EST)

Board of Directors Accountability

Start Time: 8/18/09 2:30pm (EST)
End Time: 8/18/09 3:30pm (EST)

Create A Synergistic Executive Team to Drive Profits

Start Time: 8/19/09 11:30am (EST)
End Time: 8/19/09 12:30pm (EST)

Profitability Strategies for Service Firms

Start Time: 8/19/09 1:00pm (EST)
End Time: 8/19/09 2:00pm (EST)

Create a Client Experience to Grow Your Financial Advisor Practice

Start Time: 8/20/09 11:30am (EST)
End Time: 8/20/09 12:30pm (EST)

Empower Others to Promote Your Business

Start Time: 8/21/09 2:30pm (EST)
End Time: 8/21/09 3:30pm (EST)

Never Have Another Cold Call!

Start Time: 8/25/09 1:00pm (EST)
End Time: 8/25/09 2:00pm (EST)

How To Build A Million-Dollar Business

Start Time: 8/25/09 2:30pm (EST)
End Time: 8/25/09 3:30pm (EST)

What to do Before, During, and After It Hits The Fan

Developing a Plan for Crisis Management

Start Time: 8/26/09 10:00am (EST)
End Time: 8/26/09 11:00am (EST)

Entrepreneurial Innovation for Solopreneurs

Start Time: 8/26/09 11:30am (EST)
End Time: 8/26/09 12:30pm (EST)

Empower your Employees

Start Time: 8/27/09 1:00pm (EST)
End Time: 8/27/09 2:00pm (EST)

LEGISLATIVE UPDATE



Chamber supports



Chamber opposes

FEDERAL

Employee Free Choice Act (H.R. 800/S.1041)



The legislation, if passed, would do away with the secret ballot process and require employees to vote on whether or not to unionize through an open “card check” system. This act is still getting a lot of airplay even though it does not have enough votes. However, no one is talking about the details of the legislation.

http://www.usChambermagazine.com/NR/rdonlyres/etsn52lqieppy3zopjdwiz223rcwqxchmfskioz2zfdoni6612aqjqcgbk4k31mckjsu3a5x76u2ikfketm4qydxie/0906_efca_book.pdf

Healthy Families Act (HR2460)



This bill mandates sick leave and its accumulation. For every 56 hours an employee works, he or she gets one hour of sick time. By the end of year this could accumulate to 10-15 days of paid sick leave that can be passed over to the next year.

<http://www.usChambermagazine.com/content/090615z.htm?n=w>

Affordable Health Care Choices Act (H.R. 3200)



At a cost of almost a trillion dollars, this bill enables a government entity to compete with the private sector, and makes it mandatory for employers to provide health insurance and/or pay a penalty to the government for not providing health insurance.

http://help.senate.gov/BAI09A84_xml.pdf

<http://www.usChambermagazine.com/content/090612y.htm?n=w>

<http://capwiz.com/Chamber/issues/alert/?alertid=13529411>

Are you Linked In?

Attention members of the Warren County Regional Chamber of Commerce! Find out more about what is happening at the Chamber, what state and local issues are affecting your businesses and what services and professionals are available to meet your business needs as well as who is in need of your goods and services. LinkedIn is a network of professional contacts that enables you to connect with potential clients, subject matter experts, service providers and more. Just open your LinkedIn Profile, select “search groups” and enter Warren County Regional Chamber of Commerce.

STATE

UEZ Sales (S-2914)



This bill would give tax advantages to businesses in a UEZ that sell out of stock items at the time of purchase and ship them later to the purchaser of the product. So, for instance, a company can have a storefront in Phillipsburg, but have the actual supplies somewhere else, allowing it to gain all the benefits of a UEZ without having to hire extra staff. This defeats the purpose of having a UEZ zone.

Student Population Density Aid to certain public school districts (A1130)



Student Population Density Aid would provide extra support to school districts in which the ratio of public school students to district population exceeds the State average ratio of public school students to total State Population. This is a new Abbott School Program and the Chamber does not feel that there needs to be another program like this.

New Jersey Fair Debt Collection Practices Act (S1988)



The bill is designed to eliminate corruption in the debt collection process. However, monitoring the debt collectors themselves and penalizing them for any “abusive, deceptive and unfair collection practices” will accomplish this goal and the Federal government already has legislation to do this. New Jersey is just looking to add another layer to the top of it.

Eliminates Urban Enterprise Zone Programs (S2555)



An Urban Enterprise Zone is a business area laden with incentives to induce private and public investment. The majority of incentives are tax based, such as exemption from energy and utility consumption. In the State of NJ there are 32 UEZ’s in 37 municipalities. This Bill would eliminate such zones. With the budget the way it is, the State is looking for more ways to generate revenue. The Chamber does not feel that this is needed.

Member Spotlight

Mama's Pizzeria & Café Baci: More Than Just Pizza

By Jenna DiGregorio

Mama's Pizzeria has been a part of the Hackettstown scene for 35 years. About ten years ago they opened an entire new section of their restaurant that has a little bit of a different feel than the regular restaurant; they call it Café Baci. While the main restaurant has a pizzeria and a more casual feel to it, owner Tom Schiano explained that Café Baci was meant to have more of a European feel, offering coffee and desserts.

Although Café Baci offers an entire dinner menu, Schiano wanted people to have the option to simply fulfill a craving for something sweet. Café Baci also features live entertainment every weekend, and specifically Jazz music every third Friday of each month.

Mama's is proud of their patio section of the restaurant that seats up to 90 guests with full menu service and a waterfall that creates a soothing atmosphere in the background. It is very popular in the summer months.

The restaurant was the first restaurant in the area to offer whole wheat pizza and pasta options. Mama's has also recently switched to serving a full gluten-free menu along with their usual menu. Schiano wishes to



accommodate as many people as possible. With a gluten-free option, he is hoping to attract more customers. Schiano explained that they revamped the kitchen to ensure no gluten-free food get in the general vicinity of the regular food.

Mama's still pleases the stay-at-home crowd with their catering services, making sure to assist with any occasion. They do full-service catering, complete with delivery and setup, or on-premises catering with hired servers for the event.

Mama's has recently opened Bello Giorno, a banquet facility on Rt. 46 in Belvidere. The name means 'beautiful day' in Italian and, according to Schiano, this is the place for "the special events of your life."

He went on to list the types of events that Bello Giorno specializes in, which include weddings, retirement parties, christenings, and corporate affairs. He encourages customers to check out the website at BelloGiornocatering.com. Schiano shared that being a member of the Warren County Regional Chamber of Commerce is important to running a business.

New Members

2 West Washington Ave. LLC

2 West Washington Ave.

Washington, NJ 07882

Phone: (917) 860-4715

Fax: (908) 996-3440

Email: polo1150@yahoo.com

Contact: Mark Mulligan

Real Estate Development/Commercial

Advanced Business Equipment

1129 Union Blvd.

Allentown, PA 18109

Phone: (610) 821-5553

Fax: (610) 439-8329

Email: stan.pilok@abecopier.com

Web: www.abecopier.com

Contact: Pamela Czyzyk

Office Products/Equipment

Briglia Consulting Engineers

4009 Freemansburg Ave.

Easton, PA 18045

Phone: (484) 373-0376

Fax: (484) 373-0378

Email: cdb32563@rcn.com

Web: www.brigliace.com

Contact: Chris Briglia

Engineering/Planning

Progressive Business Consultants, Inc.

PO Box 341

Hope, NJ 07844

Phone: (908) 459-5979

Fax: (908) 459-4899

Email: brian@successfulteams.com

Web: www.successfulteams.com

Contact: Brain Kathenes

Management Consultant

Stifel Nicolaus And Company, Inc.

15 Commerce Blvd., Suite 209

Succasunna, NJ 07876

Phone: (973) 598-8301

Fax: (973) 252-5047

Email: michael.staufenberger@stifel.com

Web: www.thestaufenbergergroup.com

Contact: Michael Staufenberger

Financial-Financial Planning

Members in the News

Hackettstown Rotary Club Installs New Officers

Andrea Kirchuk, second from left, of Computer Images Web, Washington, completed her term as president of the Hackettstown Rotary Club and Jason Coe, left, COO of Hackettstown Regional Medical Center, was sworn in as president during a recent lunch meeting at The Pump House, Rt.46. Coe has been a member since 2006 and has served as chairman of the club's annual Memorial Motor Madness Car Show. He was installed by incoming Rotary District 7470 Governor Jim Allison, second from right, along with president-elect Kevin O'Neill, Coldwell Banker Realtors; secretary Robyn Jensen, Edward Jones Investments; and treasurer



Stella Visaggio, Hackettstown Regional Medical Center. The club meets Tuesdays at 12:15 and welcomes new members. For information, please call Norman Worth of WRNJ Radio at 908-850-1000 or Jim Travis of SASCO Insurance Services at 908-852-5555.

Coming this fall...

The Warren County Regional Chamber of Commerce has a full schedule of fall events that provide opportunities for participation, sponsorship and support. Mark your calendars for the following:



6th Annual Senior Expo

Saturday
October 24, 2009

Warren County Vocational Technical School
1500 Route 57, Washington

Exhibit space and sponsorships available

Call the Chamber at 908-835-9200 for details.



Friday
October 30, 2009
Bello Giorno
Rt. 46, Belvidere

Proceeds will benefit the
LEADERSHIP WARREN
program

Hallowfest Parade

Sunday
November 1, 2009
1:30 p.m.
Downtown Phillipsburg
and Easton



Sponsors and participants needed

Call the Chamber at 908-835-9200 for information

Cancellation Notice Required for Chamber Events

The Warren County Regional Chamber of Commerce requires 24-hour cancellation notice for attendance at any of the chamber functions. Refunds will no longer be provided for cancellations that occur less than 24 hours before the event. Responses and cancellation messages can be sent to rsvp@warrencountychamber.org.

Did You Know...

The Chamber is a Resource for Business-related Rentals

The Warren County Regional Chamber of Commerce has a variety of rental products and services to assist you with your business, promotion and conferencing needs.

CONFERENCE ROOMS

Main office: 10 Brass Castle Rd., Washington
Satellite Office: 74 S. Main St., Phillipsburg

- Large table with seating for up to 15
- WiFi access
- Paper easel with large pads and markers
- Television set with DVD/VCR
- Set up and clean up services

EQUIPMENT

- Two LCD projectors
- Two screens – floor and tabletop models
- Desktop podium

MARKETING/ADMINISTRATIVE SERVICES

- E-mail blasts
- Mailing lists
- Press releases
- Certificates of Origin (CO)

EVENT ADMINISTRATION

- Event day staffing
- Website marketing
- Financials of the event to the organization
- Press releases
- RFP assistance
- Follow-up survey
- Support staff for meetings
- Event overview and analysis

PRICE GUIDE

Conference rooms	\$50.00 per day
Projectors/screens	\$10.00 each per use
Desktop podiums	\$10.00 per use
E-mail blasts	\$150.00 per run
Mailing labels	\$50.00 for one-time use
Press releases	\$20.00 per hour
Certificates of Origin	\$10.00 (members) \$25.00 (non-members)
One-day event administration	\$1000.00
Three-day event administration	\$2500.00

Nominations are now open for the 31st Annual Warren County Business Awards

- Business Person of the Year*
- Entrepreneurial Success Award*
- Reinvestment Initiative Award*
- Special Recognition Award*
- Tourism Award*
- County Service Award*
- Agriculture Award*



Winners will be honored at an Awards Dinner on
Thursday, October 15, 2009

Nomination forms can be downloaded at
<http://www.warrencountychamber.org/docs/nominationform05.doc>

Deadline for submissions is August 28, 2009

Contact the Chamber at 908-835-9200 for further information.

EWGA President Gives Pointers on the Business of Golf



Attendees at the recent Warren County Regional Chamber of Commerce Women in Business Breakfast learned the basics of incorporating golf into their business strategy from Jo-Ann Dixon, President of the Executive Women's Golf Association and Principal of MatchPlay, Inc. The event which was held July 7 at Hawk Pointe Golf Club in Washington, focused on when and how to use golf as a business tool.

Dixon pointed out that golf is an excellent way to get acquainted with a potential client in a relaxed setting and often can give you insight as to whether or not a business relationship will work.

Dixon said, "Clearly the biggest part of the game is the relationship and how you interact. It is a golden opportunity."

The breakfast seminar was followed by a clinic with golf pro Karen Noble and nine holes of golf.

August 2009 Schedule of Events

SUN	MON	TUE	WED	THU	FRI	SAT	
						1	8/4/2009 11 a.m. Networking Lunch Comfort Inn, Hackettstown
2	3	4	5	6	7	8	8/5/2009 9:00 a.m. Maximize Your Membership Warren County Regional Chamber of Commerce, Washington
9	10	11	12	13	14	15	8/5/2009 11 a.m. Networking Lunch Warren County Regional Chamber of Commerce, Washington
16	17	18	19	20	21	22	8/6/2009 11 a.m. Networking Lunch Shappel Park, Phillipsburg
23	24	25	26	27	28	29	8/7/2009 7:15 a.m. AM BIZ Warren County Regional Chamber of Commerce, Washington
30	31						8/10/2009 10:30 am. Golf Thing Apple Mountain Golf & Country Club, Belvidere
							8/12/2009 11 a.m. Networking Lunch Hotel Belvidere, Belvidere
							8/13/2009 11 a.m. Networking Lunch Re/Max Ridge, Blairstown