

# Commentary

A Publication of the Warren County Regional Chamber of Commerce

Volume 6, Issue 2 February 2007

## Warren County Regional Chamber of Commerce 2007 Annual Meeting

Wednesday, February 21, 2007 11:45 a.m. – 1:00 p.m.

Panther Valley Golf and Country Club

Allamuchy, New Jersey

Cost: \$50.00 Member / \$60.00 Non-Member



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## Blairstown Business Association's Winter Festival

Saturday, February 24, 2007

10:00 a.m. – 3:00 p.m.

North Warren High School, Blairstown

**This is a business expo for all to see!**



# Letter from the President



Two-thousand and seven is bringing new changes and ideas to the Warren County Regional Chamber of Commerce and our business community. In February, you will see a burst of these new challenges and community changing ideas brought to light.

On February 9th, the Chamber will be introducing a program LEARN. DO. WORK. Student Credentialing Program to our business and education communities. The past two years in our Economic Development Survey our businesses have told us that the student/college workforce was inadequate to meet their business needs.

Learn. Do. Earn. is a powerful, web-based suite of programs that will help inform, motivate, and guide students as they navigate their way into the world beyond high school. Learn. Do. Earn delivers a hard but all-too-realistic message to teens: Work hard today or you may not have a job tomorrow. I believe this program is one every business leader should attend. It's that important.

The Annual Meeting will also be one not to miss. It will be a time to celebrate 2006's accomplishments, which were many. We will also be looking at 2007 and what new endeavors the Chamber is looking at. It is definitely an exciting time to be a Chamber member.

The Warren County Regional Chamber of Commerce is growing stronger every month, through the efforts of the board of directors, business leaders and our volunteers. The Chamber is striving to meet its mission:

The Warren County Regional Chamber of Commerce is dedicated to the economic development of the business community through leadership, education and service.

I thank all of you for allowing me to be a part of this, to work with great people who have a vision for great things for Warren County.

Focused on the Future of Business in Warren County,

Robert L. Goltz  
President



## 2007 BOARD OF DIRECTORS

### Chairperson of the Board

Dr. William Austin  
*Warren County Community College*

### Chair Elect

Ron Harding, *Mallinckrodt Baker*

### Vice Chair

Dr. Bryon Grigsby, *Centenary College*

### Secretary

Susan Zukoski  
*Abilities of Northwest Jersey Inc.*

### Treasurer

Claudia Conway, *Skylands Community Bank*

### Immediate Past Chair of the Board

Enid Logan, *Warren Hospital*

## DIRECTORS

Gregory Ackerson, *Blue Ridge Lumber*

John Abromitis, *Courter, Kobert & Cohen*

Marian Bredin, *Good Impressions*

Rebecca Brooking, *NORWESCAP FoodBank*

Jason Coe,  
*Hackettstown Regional Medical Center*

John Dodge, *Masterfoods USA*

Samir Elbassiouny, *Good Times Restaurant*

Monika Hamburger  
*ComForcare Senior Services*

Andrea Kirchuk, *Computer Images Web*

Michael Lavery, *Sirkis & Lavery*

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Nancy Ann Post, *Team Capital Bank*

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Doug Steinhardt,  
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## CHAMBER STAFF

Robert L. Goltz, *President/CEO*

Jody Dodge, *Executive Assistant*

Maryann Milewski  
*Member Services Coordinator*

Ph: 908-835-9200 • Fx: 908-835-9296  
Email: [info@warrencountychamber.org](mailto:info@warrencountychamber.org)  
[www.warrencountychamber.org](http://www.warrencountychamber.org)

Robert L. Goltz, Publisher  
Produced by Warren County Regional  
Chamber of Commerce

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## 2007 Economic Outlook for Warren County

The Economic Development Division of the Chamber is conducting our annual Economic Outlook Survey to find out how our business community is looking at 2007. Please take a moment to fill out the survey at the web address below.

<http://survey.usachamber.com/TakeSurvey.asp?SurveyID=35M9l3417p7MG>

Survey results will be announced in the March edition of the Commentary.

# New Members • New Members • New Members

## AngelFood

4 Cleveland St.  
Washington, NJ 07882  
Phone: (908) 689-9530  
E-mail: angelfoodpcs@verizon.net  
Web: www.angelfoodpcs.com  
*Jewels Quelly*  
Catering/Banquet

## Apollo Mechanical Contractors Plumbing & Heating

PO Box 637 • 70 Stillwater Road  
Blairstown, NJ 07825  
Phone: (908) 362-1895  
Fax: (908) 362-6621  
E-mail: apollomechanical@earthlink.net  
*Mark DeSanto*  
Plumbing/Heating/Air Conditioning  
Svc.&Supplies

## Cingular Wireless - Hackettstown

1930 Route 57  
Hackettstown, NJ 07840  
Phone: (908) 684-1531  
Fax: (908) 684-1512  
E-mail: dana.laznovsky@cingular.com  
Web: www.cingular.com  
*Dina Laznovsky*  
Telecommunications

## Cingular Wireless - Phillipsburg

1200 Highway 22 East, Suite 215  
Phillipsburg, NJ 08865  
Phone: (908) 859-4870  
Fax: (908) 859-5426  
Web: www.cingular.com  
*Rocco Lacertosa*  
Telecommunications

## Good As Gold K9, LLC

420 Buckhorn Drive  
Belvidere, NJ 07823  
Phone: (908) 475-8882  
Fax: (908) 475-8884  
E-mail: sheila@goodasgoldk9.com  
*Sheila Lobel*  
Pet Training

## McKenna Law Offices, LLC

Hasting Commons  
490 Schooley's Mountain Road - Bldg 3A  
Hackettstown, NJ 07840  
Phone: (908) 979-3399  
Fax: (908) 979-9920  
E-mail: pamesq@pamckennalaw.com  
Web: www.pamckennalaw.com  
*Patricia McKenna Esq.*  
Attorneys

## Northwest NJ Associates

8 Market Street  
Belvidere, NJ 07823  
Phone: (908) 475-5500  
Fax: (908) 475-4994  
E-mail: kathi@nwnjassociates.com  
Web: www.nwnjassociates.com  
*Kathi Ogareuc*  
Accountants

## Outsource Accounting Solutions, LLC

470 Schooleys Mountain Road  
Hackettstown, NJ 07840  
Phone: (800) 537-5441  
Fax: (800) 927-1602  
E-mail: calexandrou@oasaccounting.com  
*Claudia Alexandrou*  
Accountants

## Ray O'Brien R.A. Inc.

PO Box 361 • 19 Main St.  
Blairstown, NJ 07825  
Phone: (908) 362-5010  
Fax: (908) 362-8850  
E-mail: ray@reobra.com  
Architectural Design/Manufacturers

## Schmidt/Dashine Realty

19 Belvidere Avenue  
Washington, NJ 07882  
Phone: (908) 689-5650  
Fax: (908) 689-7679  
E-mail: dashine@nac.net  
Web: www.schmidt-dashinerealty.com  
*Doug Dashine*  
Realtors

## Stowaway Self Storage

1095 Rt 22 West  
Phillipsburg, NJ 08865  
Phone: (908) 707-4045  
Fax: (907) 707-4068  
E-mail: phillipsburg@stowawayselfstorage.com  
Web: www.stowawayselfstorage.com  
*Laurie Strait-Jewell*  
Storage

## Trade Zone Auto Sales

74 Rt 46 • Hackettstown, NJ 07840  
Phone: (908) 684-4141  
Fax: (908) 684-4841  
E-mail: davidtradezone@msn.com  
Web: www.tradezoneauto.com  
*David A. Schmidt*  
Automotive Dealers

## Washington BBQ

7 Broad Street  
Washington, NJ 07882  
Phone: (908) 689-5700  
Fax: (908) 689-7100  
*Dina Fernandes*  
Dining-Restaurants

## Save the Date!

### 15th Annual Spring Festival

May 4-6, 2007  
Fields behind Centenary College  
in Hackettstown

Contact the Chamber for  
Registration Information

## AM BIZ



**Warren**  
County Community College

Friday, February 2, 2007 & March 2, 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.

Friday, March 2, 2007, AM BIZ will be celebrating it's four year anniversary. We are looking for 30+ people attending this event. We will be giving away over \$100.00 in advertising for one, maybe two lucky winners.

## Maximize Your Membership

Wednesday, February 7, 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.

## Business Over Breakfast

### The LEARN.DO.EARN, Student Credentialing System

presented by: Dana Egreczky, Vice President,  
Workforce Development at the New Jersey State  
Chamber of Commerce.

Friday, February 9, 2007  
7:45 a.m. – 9:00 a.m.

Warren County Community College • Washington, NJ  
Member Cost FREE

The Learn More Now, Do More Now, Earn More Later, Student Credentialing System is dedicated to ensuring that students have the information they - -and their parents – need to make the best possible research-based academic, behavioral, career and financial decisions in middle and high school.

College professors and employers agree that young adults do not have the critical thinking skills they need, lack an appropriate work ethic, are computer-friendly but not proficient, are accruing high levels of debt that might impact their employability, and can't "do the math."

The Warren County Regional Chamber of Commerce and the New Jersey State Chamber of Commerce want to build a bridge with our businesses and education institutions to provide resources that will strengthen our middle and high school students to be competitive in today's and the futures business world. This is the one event you do not want to miss regarding the future of business.

## Third Thursday Business After Hours

### Second Annual Non-Profit Necktie

Join your Chamber for an  
Unique Networking Opportunity

**Non-Profit**



**Necktie**

Thursday, February 15, 2007  
5:00 p.m. – 7:00 p.m.

Event to Create Awareness for Local Non-Profit Organizations in Our Area. Support Each Organizations by Voting for Your Favorite Necktie at the Event. **All Proceeds go to the Non-Profit.**

Cash Bar and hors-d'oeuvres will be available.  
Bring your **SINGLES!**

**US KITCHENS**  
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Hackettstown,NJ07840

319Route10East  
EastHanover ,NJ07936

# Business Training & Development Workshops for February/March

## Networking

A Professional and personal necessity, networking is life skills and social skills combined with sales skills. This program explores the why, where, and how-to of networking. You'll discover over 40 places to network and how to prepare yourself for success.

*February 5, 2007, Monday 9:00 am – 12:00 pm*  
 Warren County Regional Chamber of Commerce  
 Instructor: Vicki Lynne Morgan  
 Cost: \$45.00

## Trade Show Marketing

Trade shows and B2B events are the most powerful tools in the marketer's toolbox, yet most marketers fail to get the return on their investment. No other marketing element offers the opportunity to exploit all the senses of present and potential clients. Learn how to implement proven strategies to secure new and exciting opportunities.

*February 12, 2007, Monday 6:00 pm – 9:00 pm*  
 Warren County Regional Chamber of Commerce  
 Instructor: Vicki Lynne Morgan  
 Cost: \$45.00

## The Act of Selling

No one is a 'born salesperson', yet we all live by selling something. Regardless of your role in business, community, or family life, strategic selling skills know-how will help you to meet today's challenges and to succeed.

*February 20, 2007, Tuesday 1:00 pm – 4:00 pm*  
 Warren County Regional Chamber of Commerce  
 Instructor: Vicki Lynne Morgan  
 Cost: \$45.00

## How To High-performance Build Teams that Will Still Respect You in the Morning

### Critical Components of Highly Effective Teams

In most small business, employees are severely underutilized. This program is a comprehensive look at small business teams -- what works, what doesn't, and how to create high performance work teams in your organization. This experiential-based group dynamics program will provide you with real-world, practical steps to enhancing the team approach in your business. Topics include, Group Dynamics, Productive Conflict, Trust and Acceptance,

*February 28, 2007, Wednesday 9:00 am – 11:00 am*  
 Warren County Regional Chamber of Commerce  
 Instructor: Brian Kathenes  
 Cost: \$45.00

## Customer Loyalty for a Lifetime

Earn the loyalty you deserve and need to enjoy rewarding customer relationships 'for a lifetime'. The 5 secrets for Exceptional Customer Service will serve as your blueprint to achieve customer loyalty and referrals for new business opportunities.

*March 7, 2007*  
*Thursday 1:00 pm – 4:00 pm*  
 Warren County Regional Chamber of Commerce  
 Instructor: Vicki Lynne Morgan  
 Cost: \$45.00

## Networking: A Marketing Necessity:

Networking is extremely important for every industry. Whether you are looking for a career or business is a fundamental necessity.

Networking combines life skills with social skills. This program goes through the: who, what where, why and when of networking for your success. Learn the tips for before, during and after every event you attend. Focus your time and energy to be a successful networker and see how your business and/or careers soars.

*March 22, 2007*  
*Thursday 6:00 pm – 9:00 pm*  
 Warren County Regional Chamber of Commerce  
 Instructor: Karen Katcher  
 Cost: \$45.00



"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.

## Economic Development Highlands Draft Master Plan Meeting

On Tuesday, February 6, 2007 at 7:30 p.m. in the Warren County Technical School Auditorium the County of Warren, through the Warren County Planning Board, Board of Agriculture, and The Warren County Regional Chamber of Commerce will be hosting a meeting concerning the Highlands Draft Master Plan.

A review of the draft plan and discussion of the impacts the plan will have on you and your community if the plan is adopted in its current form. The speakers will include David K. Dech, Planning Director, Stephen Shaw, Esq., Special County Counsel, Helen Heinrich, NJ Farm Bureau, and Jeff Zimmerman, Esq., Kilpatrick Stockton LLP and testimonials from affected persons and businesses.

Please plan on attending this important meeting to become aware of the impacts that the plan implementation can have on your community and you.

## Member Spotlight

### 10-31 Incorporated Honored for Sales Growth



10-31 Inc, a manufacturer of high-end custom cabinetry and furniture based in Blairstown, NJ has been recognized for outstanding sales growth performance in the 17th Annual WOOD 100 Report. The report, which profiles and ranks 100 fast growing woodworking companies, was published in the Wood & Wood Products magazine.

10-31 Inc. placed 53rd in the WOOD 100 Report. The 21 year old company's sales increased 29% between 2004 and 2005 from 2.1 million to 2.7 million. The department with the strongest growth was the cabinetry division with an increase of 58%. Bill Stender, president of 10-31 Inc. said the company managed strong growth through a combination of striving for customer satisfaction, and looking to new markets for growth while taking care of our current clientele.

10-31 Inc. believes that nothing is more important than taking care of the client. The excellent relationship between team and client is a key factor in their workload flourishing. The company is blessed to have a wealth of skilled and dedicated craftsmen working for them; this is evident in the product they produce.

10-31 Inc. employs 25 people and serves the New York/New Jersey Metropolitan area.

Wood & Wood Products is a leading trade magazine published by Vance Publishing Corp. of Lincolnshire, IL. The 111 year-old publication is mailed monthly to more than 44,000 professional woodworkers throughout the United States and Canada.

For more information about 10-31 Inc., contact Bill Stender or Wally Kunkel at 908-496-4946.

## MEMBERSHIP REWARDS

### Recycle Rewards

Recycle Rewards is an effort to recover used laser toners and ink-jet cartridges. Through the Adopt-A-Chamber program you can make a difference in your community and to your chamber by dropping off your used cartridges at the Chamber or Recycle Rewards will send you boxes and UPS labels to mail them in yourself. If you have a retail store Recycle Rewards can provide you with clear tubs where people can drop off used cartridges. For more information on how to sign up for this program call the Chamber at 908.835.9200.



## Legislative Information

### PAID FAMILY LEAVE ACTION ALERT!

**Take Action to Oppose Paid Family Leave – S-2249 (Sweeney/D-3; Buono/D-18):** The Senate Labor Committee is scheduled to take testimony on S-2249 which expands the Temporary Disability Insurance (TDI) program to provide TDI benefits for workers caring for sick family members and newborn and newly adopted children. New Jersey is currently one of only five states that provides TDI benefits for the birth of a child. Mandating paid time off for businesses of all sizes disrupts the employer/employee relationship by mandating a one size fits all benefit package. Chamber members are encouraged to send an e-mail to Senate President Richard Codey and members of the Senate Labor Committee to voice opposition to this mandate.



### LABOR

**BEIP Prevailing Wage – S-2247 (Sweeney/D-3; Coniglio/D-38):** Senate passed 23-15, referred to the Assembly Labor Committee. Requires that any construction or renovation project receiving financial assistance through the state Economic Development Authority, including the Business Employment Incentive Program (BEIP), pay the prevailing wage. Since its inception, the BEIP has been shown to be a successful incentive program that creates new jobs and fosters economic growth. Additionally, the BEIP has a high rate of accountability since financial assistance is directly tied to job creation.

The above information was provided by the New Jersey State Chamber of Commerce. If you want more details on these or other legislative issues facing the business community contact the Chamber at 908.835.9200.

# Members in the News



## Arc Opens New Retail Location in Washington

The borough's newest merchants opened their doors with great fanfare Tues., Jan.23 when The Arc of Warren County unveiled the newest addition to its supported employment program. Designed to serve as an alternative to traditional day programs for adults who have intellectual disabilities, "Knick Knacks and Paperbacks" at 5 Midtown Plaza offers new home and garden goods, as well as a large variety of gently-used paperback books.

According to program coordinator Erin Payson, the store also offers job training in a setting that features one on one customer interaction along with experience in customer service and sales. These, she adds, are job skills that will benefit each consumer as he or she seeks traditional employment in the community.

Joining The Arc in a ribbon-cutting ceremony were, from left front Jim Sheldon, Executive director of the Washington Business Improvement District; Arc Executive Director Bob Pruznick; Assemblywoman Marcia Karrow; Senator Leonard Lance; Borough Councilwoman Christina Woykowski; and Warren County Regional Chamber of Commerce president and CEO Robert Goltz.

For information about supported employment or other programs for people with intellectual disabilities, please contact The Arc at 908.689.7525.

## Hackettstown BID Welcomes New Board Members

HACKETTSTOWN—Two local business owners have been named to the Board of Directors for the Hackettstown Business Improvement District (BID).

Matt Capano, co-owner of Paint-pourri in Hackettstown who will serve on the BID's Maintenance and Improvements committee.

Joe Spitz, co-owner of The Canine Café in Hackettstown. He brings a strong stabilizing influence and business know-how to the BID, he believes, as a result of his previous employment as chief engineer and general manager of a \$20 million manufacturing company. He will serve on the BID's Marketing and Events committees.

The Business Improvement District was established by municipal ordinance in 2004 and represents businesses throughout the town, from Stiger Street through Mountain Avenue and streets branching out from the Main Street downtown area. To know more about the Hackettstown BID call 908.852.2954 or visit our website at [hackettstownbid.com](http://hackettstownbid.com).

## Abilities Announces Honorary Chairs of Mardi Gras Ball

Abilities of Northwest Jersey, Inc. is pleased to announce that Michael and Donna Selvaggi will serve as Honorary Chairs of the non-profit's 2nd Annual Mardi Gras Ball on Saturday, February 17, 2007.

Michael Selvaggi is a partner with the law firm of Courter, Kobert and Cohen in Hackettstown. He devotes a substantial amount of time to various community and civic organizations, including serving on the Abilities Board of Directors. He is past President of the Warren County Regional Chamber of Commerce, current President of the Hackettstown Regional Medical Center Foundation Board of Directors, Warren County Trustee to the New Jersey Bar Association and a current member of the Board of Directors for the Arc of Warren County. Donna Selvaggi is active in her Long Valley community and school system. She has chaired multiple special event committees over the years, as well. Mike and Donna have three children.

The grand and colorful celebration will take place at the Holiday Inn Select in Clinton. The festivities will begin with a cocktail reception at 6 p.m., and will include a high-quality Silent Auction, an elegant four-course dinner, and dancing to the Warren Daniels Orchestra

of New York. In addition, a beautiful Mardi Gras theme quilt will be auctioned off at the event. Attendees are encouraged to come in black tie or Mardi Gras costumes. For more information, visit Abilities' website at [www.abilitiesnw.com](http://www.abilitiesnw.com) or call 908-689-1118.

## The Holmes Brothers, an "American treasure," Is Coming to Centenary College in Hackettstown

Alligator Records recording artists, The Holmes Brothers, are coming to the George H. Whitney Chapel on the campus of Centenary College in Hackettstown on Sunday, February 18 at 7:30 p.m.

The spine-tingling harmonies, boundless energy and telepathic musicianship of The Holmes Brothers mix roadhouse rock with the gospel fervor and harmonies of a Sunday church service. Their chilling harmonies resonate with a passion and conviction matched only by their inspired musicianship and their ability to perform sanctified gospel, low-down roadhouse blues, deep soul, Americana/country and pure pop—all in one set.

They've recorded with Van Morrison, Peter Gabriel, Phoebe Snow, Willie Nelson, Rosanne Cash, Levon Helm and Joan Osborne—even performing for President Clinton. .

Tickets for the Holmes Brothers are \$22 in advance or \$25 at the door. They can be purchased at 800-574-5874. They can also be purchased online at [www.wnti.org](http://www.wnti.org).

## Save the Date!

### 6th Annual Flavor of Warren

April 2, 2007

Abilities of Northwest Jersey, Inc.

Flavor of Warren  
Business Expo





Presorted Std.  
 US Postage  
 PAID  
 Washington, NJ  
 Permit No. 33

**Warren County Regional  
 Chamber of Commerce**

10 Brass Castle Road  
 Washington, NJ 07882  
 Phone: 908.835.9200  
 Fax: 908.835.9296  
 Email: info@warrencountychamber.org

**WE'RE ON THE WEB  
 WWW.WARRENCOUNTYCHAMBER.ORG**

*Focused on the Future of Warren County Businesses*

**February 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			

- 02/02/2007 **AM BIZ**  
 7:15 a.m. Warren County Community College,  
 Washington
- 02/07/2007 **Maximize Your Membership**  
 4:00 p.m. Warren County Chamber, Washington
- 02/09/2007 **Business Over Breakfast**  
 7:30 a.m. Warren County Community College,  
 Washington
- 02/15/2007 Third Thursday **"Non-Profit Necktie"**
- 02/21/2007 **Annual Meeting & Installation  
 of Officers**  
 11:45 a.m. Panther Valley Golf & Country Club,  
 Allamuchy
- 02/24/2007 **BBA Winter Festival**  
 10:00 a.m. North Warren High School,  
 Blirstown