

# C o m m e n t a r y

A Publication of the Warren County Regional Chamber of Commerce

Volume 9, Issue 2 February 2010



**Saturday  
March 6  
2010**

**10:00 a.m.  
to  
2:00 p.m.**

**Warren County Technical School  
1500 State Route 57, Washington**

**Networking • Seminars  
B2B Opportunities**



For information or registration, click on <http://www.warrencountychamber.org/docs/BusExpoBrochure.pdf>

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WARREN COUNTY REGIONAL  
CHAMBER OF COMMERCE



# Annual Meeting

**Wednesday, February 24, 2010**

**11:30 a.m. to 1:30 p.m.**

**Hawk Pointe Golf & Country Club  
294 State Route 31 S, Washington**

Members: \$50.00 Non-members: \$60.00

Sponsorships Available

Reservations required by February 19, 2010.

Please contact the Chamber by email at [rsvp@warrencountychamber.org](mailto:rsvp@warrencountychamber.org).

Sponsored by

**Mallinckrodt Baker**

**Hackettstown Regional  
Medical Center**

**Skylands  
Community Bank**

# Letter from the President



Democrat or Republican? Neither answer represents the Warren County Regional Chamber of Commerce. We are pro-business; we support legislation that we believe is in the best interest of the businesses we serve. The Chamber looks at legislation that affects our business community be it through transportation issues, economic development, workforce development (education) or other areas. Our focus in this arena is simply put: "We advocate for strong businesses, leading to strong communities."

For the past 18 months, the Warren County Regional Chamber of Commerce has been involved in the legislative process on the local, county, state and national levels. I wanted to take some time this month to answer some questions and deal with some myths regarding our "Government & Legislative" work:

1. *The Chamber follows the NJ State Chamber and US Chamber's legislative agenda and issues.*

This is absolutely incorrect. The Chamber is governed by a Board of Directors and is autonomous. The staff and/or organization does not report directly or indirectly to any other organization on legislative matters. We do however sometimes utilize their data and resources to decide on how we look at legislation. Over the past 18 months, we have publicly taken opposing stances on legislation that the State and US Chamber have supported.

2. *The Government & Legislative Committee is not open to all members.*

Again, this is incorrect. The committee is open to all members. The committee meets on the fourth Tuesday of each month, 8:30AM at the Chamber offices at 10 Brass Castle Road in Washington.

3. *My opinion doesn't matter on state and national issues.*

Many are surprised that, over the years, our legislators have contacted the Chamber to get our impression of bills that were coming up for vote. Your comments matter and, combined with the 400 business members we represent, they can be heard.

We have spent time learning the issues that face our member's businesses and have provided information and resources to help your voice be heard. The Chamber wants to continue to grow our advocacy network in Warren County, so Warren County's voice can continue to grow stronger in Trenton and Washington.

How does this happen? Our strength comes from a few things: 1) the number of members the Chamber represents, 2) the amount of knowledge and assistance we have in the committee, 3) the actions and response level of our members to issues we promote and oppose. Your membership in the Chamber helps us build a stronger voice and take action, even if it is just a phone call or tweet to our legislators. All these things are important for us to build a stronger business community.

If you have any questions or suggestions on how we can be more productive on the legislative front for your business, please feel free to contact me.

Robert Goltz, IOM  
President/CEO

## 2010 BOARD OF DIRECTORS

### Chairperson of the Board

Nancy Ann Post, *Unity Bank*

### Vice Chair

Jason Coe

*Hackettstown Regional Medical Center*

### Second Chair

Monika Hamburger

*ComForcare Senior Services*

### Secretary

Claudia Conway, *Skylands Community Bank*

### Treasurer

John Sommer, *Centenary College*

### Immediate Past Chair

Ron Harding, *Mallinckrodt Baker*

## DIRECTORS

John Abromitis, *Courter, Kobert & Cohen*

Dr. William Austin

*Warren County Community College*

Debra Bowlby, *Pinpoint Graphics*

Claudia Conway, *Skylands Community Bank*

Samir Elbassiouny

*Warren County Community College Foundation*

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Sheila Lobel, *Good as Gold K9, LLC*

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Susan Seger, *SASCO Insurance Services*

Doug Steinhart

*Florio, Perrucci, Steinhart & Fader, LLC*

Michael Tietjen

*Cruise Planners of NWNJ, LLC*

Glenn Tippy, *Gerrity Baker Williams*

Susan Zukoski

*Abilities of Northwest Jersey, Inc.*

## CHAMBER STAFF

Robert L. Goltz, *President/CEO*

Stephanie Rummerfield, *Membership Manager*

Eileen Seiler, *Communication Director*

Ph: 908-835-9200 • Fax: 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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## Chamber Takes Lead in Green Certification Initiative

The Warren County Regional Chamber of Commerce is the first business association to offer the Green Plus™ sustainability education and certification program in New Jersey to its members.

Green Plus is a green and sustainable small business certification

and education program that gives employers affordable, practical support in succeeding financially while being good to their environment, employees and community.

Green Plus™ was developed by the North Carolina Research Triangle based



**GREEN PLUS**  
Institute for Sustainable Development

Institute for Sustainable Development - a combined effort of universities and chambers of commerce to provide smaller employers with affordable tools to improve

their triple bottom line sustainability. The Green Plus™ model was developed by

University of North Carolina at Chapel Hill's Kenan-Flagler School of Business in 2007. UNC Chapel Hill and Duke University developed online sustainability tools for small business that were tested in Ohio and North Carolina throughout 2008.

The Chamber Green Plus Program is sponsored by:

**Mallinckrodt Baker**



### CHAMBER CHAMPIONS



I have to say as far as insight and business ideas as well as training on best business practices for my business, Bob [Goltz] is right on top of things! I appreciate his expert guidance and training. I took a LinkedIn training that the Chamber offered and it was great. A lot of ideas came from this session on how to market and get the word out about your business and how to utilize LinkedIn. It is such a benefit to be a member of the Chamber! There are so many other offerings for businesses to take advantage of... don't be afraid to ask. I just got a Quickbooks training that Bob did for my company that will help my business track costs better.

*Debra Bowlby*

*Owner*

*Pinpoint Design & Printing*

### New Policy on Invoices

Starting March 1, 2010, the Warren County Regional Chamber of Commerce will begin adding a 1.5% per/month finance charge on all invoices 90 days past due. For information contact the chamber through email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org)

# wrnjRADIO

The Local Station.

Listen weekday mornings for  
Warren County Chamber Check

**1510 AM**

Western Morris and Warren Counties

**92.7 FM**

Mansfield / Washington

**104.7 FM**

Hackettstown / Budd Lake

**wrnjCOM**

Listen Online -- Anywhere!

## Trade Showmanship and Event Marketing

Thursday, February 4, 2010

9:00 a.m. - 11:00 a.m.

Warren County Regional Chamber of Commerce  
10 Brass Castle Rd., Washington

Whether you're one of those seasoned trade show warriors or a novice just beginning--get prepared. The business of exhibiting is changing fast. No other marketing endeavor offers a venue in which to implement every marketing tactic to exploit all the senses of present and potential clients. Trade shows and B2B events are the most powerful tools in the marketer's toolbox, yet MANY marketers underestimate the value in their marketing mix. Find out what you need to know along with the critical steps to be taken before, during and after the event. You'll learn how to: set goals, choose your exhibit space, budget time and resources, increase booth traffic, capture the interest of those passing by (in less than 7 seconds), and qualify visitors. Follow the suggestions offered in this comprehensive program and you'll achieve the best results and ROI. You'll never pass up another marketing event again...they're investments that PAY..

For more information and registration, contact the Chamber by email [rsvp@warrencountychamber.org](mailto:rsvp@warrencountychamber.org).

**Members: \$20.00**

**Non-members: \$40.00**

**Register for the Business Expo on March 6 and receive one free admission to this seminar.**



## Training

Friday, February 5, 2010

9:00 a.m. to 12 noon

Warren County Regional Chamber of Commerce  
10 Brass Castle Rd., Washington

When it comes to Business to Business Social Networking, LinkedIn is the number one platform for business with over 55 million users. LinkedIn is an excellent way to network and build your business. This course gives you the basic step by step for setting up an account and gives participants key information to optimize their profile from the start.

For more information and registration, contact the Chamber by email [rsvp@warrencountychamber.org](mailto:rsvp@warrencountychamber.org).



February 5, 2010

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

Warren County Community College

475 Rt. 57 West, Washington

AM BIZ is a year-round power networking program that offers 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.



In March, join  
AM Biz for its  
**8<sup>th</sup> Anniversary  
Celebration**



On Friday, March 5, 2010 check out what AM Biz is all about and have a chance to win FREE advertising.

Registration is required to be eligible to win.

For more information and registration, contact the Chamber by email [rsvp@warrencountychamber.org](mailto:rsvp@warrencountychamber.org).

## Business Over Breakfast

Friday, February 12, 2010

7:45 a.m. to 9:00 a.m.

Warren County Regional Chamber of Commerce  
74 S. Main St., Phillipsburg

### Claim Your Name

There are many websites throughout the internet that provide business listings to the world wide web. These sites are optimized for search engines and many times are on the first page of a web search. Claim Your Name is a short discussion on how to find many of these websites and how to make them work for you. Some of these sites offer you the ability to put up coupons and advertising for free. Is your business taking advantage of these free marketing opportunities? If not, start today. If your business does not have a website you definitely should take advantage of this program.

For more information and registration, contact the Chamber by email [rsvp@warrencountychamber.org](mailto:rsvp@warrencountychamber.org).

**Members: \$10.00**

**Non-members: \$25.00**

# Member Spotlight

## In Good Repair

### Community Collision Service Offers First-Rate Service at New Location

It's no accident that Community Collision Service Inc. of Hackettstown is a thriving automotive collision repair business. It is, rather, the result of quality workmanship, the vision to invest in state-of-the-art equipment and methods, and a sense of responsibility to the customer.

"We have invested in the ever-improving advancements in technology, repair procedures and equipment to allow us to work smarter, not harder," said Owner Bob Christine. "We've made that investment with confidence, in order to restore our customers' vehicle safely to pre-accident condition in a reasonable time."

In December of 2009, Community Collision Service made it's biggest investment yet, moving from its home of 25 years on High Street to its own larger facility at 636 Washington Street. At 15,000 square feet, the new location is triple the size of the former site.

"The increase in size will allow us to provide faster turnaround to accommodate our customers," Christine said. "And, by relocating within Hackettstown, we remain convenient to existing clients."

As the administrator, Christine leaves all of the hands-on work to his staff of ten, led by Bill Talmadge, who manages everything



from the estimate through the repair process and delivery. He also serves as the main liaison to insurance companies.

"Bill is the lynchpin of the operation," said Christine.

According to Christine, the majority of repairs are insurance-related issues and Community Collision Service maintains good working relationships with numerous insurance companies. The company not only focuses on auto repairs, but also on the resolution of the situation to the satisfaction of all parties.

"What most don't realize is that we are responsible for the vehicles ability to perform to manufacturers' specifications in the event of another collision," Christine said. "This is an aspect of the repair process we take quite seriously."

## Members in the News

John W. Riebling, CLU, ChFC, CFP®, a registered Investment Adviser Representative with Eagle Strategies LLC will be presenting a Financial Management Workshop sponsored by Warren County Technical School of Continuing Education (WCTS). The course will run for three consecutive Thursdays, February 4, 11 and 18, 2010, from 6:30 p.m. to 9:00 p.m. Attendees will learn about six key areas of financial management: Cash Management; Tax Planning; Investment Planning; Proper Investment Allocation; Prudent Retirement

Strategies; and Wise Estate Decisions. Personal Retirement Consultation also is available. Tuition fee is \$30 made payable to WCTS. An additional \$35 materials fee that includes one 175-page workbook can be made payable to Eagle Strategies to be given to the instructor at the first class. Spouses are welcome to come at no extra cost and couples/guests may share a workbook.

For Course Registration, contact Mary Jane at WTCES (908) 835-2807. For information, contact John Riebling at (908) 852-3331.

# New Members

### David Lerner Associates

400 Frank W. Burr Blvd  
Teaneck, NJ 07666  
Phone: (201) 371-2650  
Fax: (201) 836-2288  
Email: [nicholasnovello@yahoo.com](mailto:nicholasnovello@yahoo.com)  
Web: [www.davidlerner.com](http://www.davidlerner.com)  
Contact: Nicholas Novello  
*Financial-Brokerage Firms*

### Junk Busters Removal Service, LLC

PO Box 591  
Broadway, NJ 08808  
Phone: (908) 303-9983  
Fax: (908) 689-5744  
Email: [junkbusters08@gmail.com](mailto:junkbusters08@gmail.com)  
Web: [www.junkbrs.com](http://www.junkbrs.com)  
Contact: Nick Kaufman  
*Junk Removal/Disposal*

### Phillipsburg Mall

1200 Highway 22 East  
Phillipsburg, NJ 08865  
Phone: (908) 454-4760  
Fax: (908) 454-2964  
Email: [garciaf@preit.com](mailto:garciaf@preit.com)  
Web: [www.shophillipsburgmall.com](http://www.shophillipsburgmall.com)  
Contact: Franklin Garcia  
*Retail Hardware*

### RF Extreme LLC

101 Bilby Rd., Suite 1  
Hackettstown, NJ 07840  
Phone: (908) 852-3700  
Fax: (908) 813-0399  
Email: [joseph.beck@viecgroup.com](mailto:joseph.beck@viecgroup.com)  
Web: [www.rfextreme.com](http://www.rfextreme.com)  
Contact: J Beck, Joseph  
*Manufacturing*

### Unity Bank

1228 US Highway 22  
Phillipsburg, NJ 08865  
Phone: (908) 213-2957  
Fax: (908) 213-2959  
Email: [jan.lawler@unitybank.com](mailto:jan.lawler@unitybank.com)  
Web: [www.unitybank.com](http://www.unitybank.com)  
Contact: Jan Lawler  
*Financial-Banks*

## Join the Chamber - and Save

Membership in the Warren County  
Regional Chamber of Commerce provides  
you with exclusive discounts from

**STAPLES**

This program has an average overall discount of 62%, which is about 12%-15% more than the industry average. Save on Office Supplies, Furniture, Eco Easy Environmental Products, Technology, and more. Call Ken Perdue at 816-728-0315, e-mail him at [ken.perdue@staples.com](mailto:ken.perdue@staples.com), or go to <http://www.stage.staplesadvantage.com/wrcc> to receive a password to access their exclusive Chamber Program web site.



### **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](mailto:rsvp@warrencountychamber.org).

*COMING SOON...*



**Friday, April 30  
to  
Sunday, May 2**

**Sponsorships and Exhibit Space  
Available**

For information, contact the Chamber office  
by email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org)



# **It's Almost Time Once Again!**

**Rita's Stewartsville reopens for the 2010  
season on March 5, 2010**

**450-B Route 519 Stewartsville, NJ 08886 (Next to Rath's Deli)  
908 387 9300                      [ritasstewartsville@verizon.net](mailto:ritasstewartsville@verizon.net)**

**Visit us at: <https://www.ritasfranchises.com/Stewartsville>**



Artisans of the Vine

**Villa Milagro Crafts Fine Wines in the Hills of Warren**

Located in the southern most part of Warren County in the village of Finesville, Villa Milagro is one of the newest additions to the state of New Jersey’s flourishing wine producing industry. The 11-acre vineyard, part of the Warren Hills appellation, was started in 2007 by Audrey and Steve Gambino who combined their natural talents to create their own unique line of European-style blended wines.

“I prefer the subtly of European wines and the complexity of multiple grapes,” said Audrey Gambino.

Growing up in the San Joaquin Valley in California, Gambino “worked in the grapes.” That experience, plus her PhD in nutrition and degree in enology (the study of wine) combined with Steve’s engineering background provided a solid foundation for the venture.

“It was the perfect partnership,” Gambino said. “I know chemistry and Steve knows how to take care of the equipment and has invented several pieces for the vineyard.”

Gambino selected ten types of grapes with which to produce her blends. They are Cabernet Sauvignon, Chardonnay, Shiraz, Vidal, Pinot Grigio, Cabernet Franc, Sangiovese, Malbec, Frontenac (for color) and Cynthiana which was originally cultivated in the United States by Thomas Jefferson who planted it at Monticello. She is also considering producing port wine and champagne.

Villa Milagro has the distinction of being the only organic vineyard in the state, which means that no chemicals are used that would leave residue in the air, soil or water. The Gambinos use natural fertilizers and minerals to enrich the soil and a combination of tilling, hoeing and flash flaming to keep weeds at bay. While the windiness of the location cuts back on the amount of insects, the Gambinos still need to employ the help of local barn swallows, bats and owls, which they attract to the vineyard with strategically placed bird and bat houses. As for Japanese Beetles, the ones that escape the birds are collected by hand.

Gambino pointed out that although the vineyard is organic the



resulting wine is not since small amounts of sulfites are added in the fermenting process.

Villa Milagro is open on weekends from noon to 6:00 p.m. and is available for private tastings and weddings. The winery offers cooking classes and wine tasting and pairing events. In addition to participating in the Garden State Winegrowers Festivals held throughout the year, Villa Milagro also celebrates Cinco de Mayo and San Gennero and features a Strawberry Festival in June and Sangria Sundays.

Gambino said she enjoys being part of Warren County and the Skylands Region and would like to see more agri-tourism entities join the existing farms, businesses and historic sites that border Villa Milagro.

“This area is wonderful,” she said. “There is a lot of opportunity here.”

**2010 CVB Tourism Guide Offers Promotional Opportunities for Businesses**

The Warren County Convention & Visitors Bureau (CVB) has announced that advertising sales are open for the 2010 Tourism Guide to be published early in the first quarter of the year. The full-color guide features a listing of the county’s tourism entities including restaurants, historical sites, amusements, parks, sporting events, farm markets, car shows, performances, festivals and fairs and accommodations. Also included are calendar of events and feature articles highlighting areas of interest throughout the county.

The guide will be on display at brochure racks throughout Warren County as well as other areas of New Jersey and Pennsylvania, reaching more than 7,500 readers. The complete guide also is published on the CVB website. Rates for full color publication-ready ads start at \$100 for Chamber members and \$150 for non-members.

For more information, contact the Warren County Convention & Visitors Bureau, by email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org) or visit the website at [www.visitwarren.com](http://www.visitwarren.com).

**FREE CALENDAR EVENT LISTING**

Put your event where thousands of visitors can see it. Take advantage of the free listing on the Warren County Convention & Visitors Bureau Website.

Log on to [www.visitwarren.com](http://www.visitwarren.com) and click on “Add Event.”

Listings are published at the discretion of the Warren County CVB.

# LEGISLATIVE UPDATE



## Who's Working for You

Following are names and contact information for federal, state and local representatives that are available to address topics and answer questions regarding legislative issues.

### LOCAL

#### Warren County Board of Chosen Freeholders



**Richard D. Gardner**  
*Freeholder Director*  
**Everett A. Chamberlain**  
*Freeholder Deputy Director*  
**Angelo Accetturo**, *Freeholder*

Wayne Dumont, Jr. Admin. Bldg.  
165 County Route 519 South, Belvidere, NJ 07823-1949  
Tel: (908) 475-6500; <http://www.co.warren.nj.us>

### STATE



*Governor*  
**Chris Christie**



*Lt. Governor*  
**Kim Guadagno**

PO Box 001, Trenton, NJ 08625  
Tel: (609) 292-6000 • Website: [www.state.nj.us/governor/](http://www.state.nj.us/governor/)  
[www.facebook.com/govchristie](http://www.facebook.com/govchristie) • [twitter.com/GovChristie](https://twitter.com/GovChristie)

#### DISTRICT 23 REPRESENTATIVES

##### Senator Michael J. Doherty

127 Belvidere Ave., 2nd Fl.,  
Washington, NJ 07882  
Tel: (908) 835-0552  
Email: [SenDoherty@nleg.org](mailto:SenDoherty@nleg.org)  
[www.njleg.state.nj.us/members/BIO.asp?Leg=206](http://www.njleg.state.nj.us/members/BIO.asp?Leg=206)



##### Assemblyman John DiMaio

1001 Route 517, Suite 3,  
Hackettstown, NJ 07840  
Tel: (908) 684-9550  
Email: [AsmDiMaio@njleg.org](mailto:AsmDiMaio@njleg.org)  
[www.njleg.state.nj.us/members/BIO.asp?Leg=313](http://www.njleg.state.nj.us/members/BIO.asp?Leg=313)



##### Assemblyman Erik Peterson

23 Royal Rd., Suite 201,  
Flemington, NJ 08822  
Tel: (908) 237-4694  
Email: [AsmPeterson@njleg.org](mailto:AsmPeterson@njleg.org)  
[www.njleg.state.nj.us/members/BIO.asp?Leg=320](http://www.njleg.state.nj.us/members/BIO.asp?Leg=320)



### FEDERAL

#### SENATORS

##### Frank Lautenberg

Newark Office: (888) 398-1642  
Camden Office: (856) 338-8922  
DC Office: (202) 224-3224; TTY: (202) 224-2087  
[lautenberg.senate.gov/](http://lautenberg.senate.gov/)



##### Robert Menendez

Barrington Office: (856) 757-5353  
Newark Office: (973) 645-3030  
DC Office: (202) 224-4744  
[menendez.senate.gov/](http://menendez.senate.gov/)



#### CONGRESSMAN - 5TH DISTRICT

##### Scott Garrett

Eastern District Office: (201) 444-5454  
Western District Office: (973) 300-2000  
DC Office: (202) 225-4465  
[garrett.house.gov/](http://garrett.house.gov/)



## Getting Involved Just Got Easier!



2gov is a free service for registered voters that hand-delivers emails and tweets to Congress through a single address. You don't need to know your officials by name; our system finds your specific representative automatically and authenticates you as a voting constituent to ensure you get noticed. Just enter your zip code and you are linked to your local legislators to be able to send an email or tweet on you view on legislation in a short email! The email and/or tweets are then hand delivered to the legislator. <http://2gov.org/>

## Interested in strengthening the voice of business?

Join the Warren County Regional Chamber of Commerce Government & Legislative Affairs Committee.

Send an email to [info@warrencountychamber.org](mailto:info@warrencountychamber.org)

...and get involved.



**Q & A**

*LEADERSHIP WARREN Youth Committee Chair Cindy Wildermuth of Abilities discusses the value of participation in the program for students and the benefits of involvement for businesses and organizations.*



## LEADERSHIP WARREN Program Has Openings for the 2010 Class

The Warren County Regional Chamber of Commerce invites any businessperson who lives and/or works in Warren County and is interested in developing their leadership skills to apply for a place in the 2010 LEADERSHIP WARREN Class, which begins in September.

LEADERSHIP WARREN is a 10-month program that provides insight into the workings of Warren County through education, government, economic development, the non-profit sector, media, healthcare and more. Participants meet one day a month and are introduced to the people and places that are central to the county's maintenance, growth and prosperity.

Applications for the program are reviewed by the LEADERSHIP WARREN Board of Trustees. Candidates not chosen for the upcoming session due to space limitations may reapply for a future class.

For more information or application forms, contact the Warren County Regional Chamber of Commerce by email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org) or visit [www.warrencountychamber.org](http://www.warrencountychamber.org).

The Leadership Warren Adult program is sponsored by:



## More Than A Piece of Paper

Statistics show that the farther you go in school, the better your earning potential. Here are some facts and figures from LearnDoEarn:

Lifetime Earnings with a high school diploma	\$1.2 million
Lifetime Earnings with an Associate's Degree	\$1.6 million
Lifetime Earnings with a Bachelor's Degree	\$2.1 million
Lifetime Earnings with a Master's Degree	\$2.5 million

To find out more, visit [www.learndoearn.org](http://www.learndoearn.org)

**Learn.Do.Earn.**  
Student Achievement System

**How does the LEADERSHIP WARREN Youth program address the current need to instill leadership qualities in the future workforce?**

The program sessions focus on developing leadership skills and career development. These skills are necessary in order to become successful in their future endeavors. The program also explores many aspects of Warren County such as the justice system, tourism, human services and economic development. With a better understanding of their county, the students can decide where and how they can contribute productively within the community.

**How does it help students meet upcoming challenges in continuing education and/or employment?**

The program provides sessions involving resume writing skills and applicant interview preparation. One session involves the students participating in mock interviews with HR Directors from Warren County businesses.

**From your experience, what do students take away with them from the program?**

I believe they walk away with a broader knowledge of businesses and community services throughout Warren County. Their leadership skills are developed or enhanced and they have increased self-confidence as well as new friendships through peer networking. They also have the opportunity to provide volunteer services at non-profit agencies within Warren County.

**How do you see the program evolving?**

Each year we request feedback from graduating students and make appropriate changes based on that feedback. The program may move from weekly sessions to bi-weekly or monthly. We'll adjust the curriculum to provide the leadership and career building sessions earlier in the program. Our communication site will be updated to include online session surveys. We are looking to find new session locations that are logistically fair to the students coming from all Warren County towns. We also hope to have additional speakers from various businesses, agencies and colleges who wish to participate and educate the students.

**What are the advantages for chamber members and local businesses that get involved with the program?**

If you are involved in educating the future leaders of Warren County, then you are investing in a positive future for our business community.

# W • C • E • D • C

## Warren County Economic Development Corporation



**GRAND OPENING...** Washington Borough recently celebrated the grand opening of “Headliners Unisex Salon” with a ceremonial ribbon cutting. Mayor Scott McDonald (right) and Sandi Cerami, Executive Director of the Washington Business Improvement District (left), joins Kim Lauton and her husband Tom, and their children Miranda, Donnie and Max for the special occasion. The salon is located at 5 Broad Street. For more information, call 908-835-0042.

### Hamburger Elected President of Washington BID’s Board of Directors



Monika Hamburger, owner of ComForcare Senior Services has been elected president of the Washington Business Improvement District’s Board of Directors. Property owner and outgoing BID President Ed Rossi, was chosen as the Executive Board’s First Vice President. Developer and property owner Mark Mulligan was selected Second Vice

President. Accountant Edward Fliegau was picked as the Treasurer and Marian Bredin, owner of Good Impressions, was chosen as Secretary. Hamburger is very active in the community and is involved with a host of organizations. She is a Vice Chairman of the Board of Directors for the Warren County Regional Chamber of Commerce and initiator of the Chamber’s Annual Senior Expo. She also serves on the Board of Directors for Common Sense for Animals.

### WCEDC Seeks Exchange of Information and Ideas

The Warren County Economic Development Corporation (WCEDC) invites other economic development entities throughout New Jersey to submit articles on topics of mutual interest such as the economy, financing, small business development, “green” initiatives and more.

Articles should be 500 words maximum in length and may be submitted to [info@warrencountychamber.org](mailto:info@warrencountychamber.org). All submissions are edited and published at the discretion of the WCEDC.

For information, please contact the WCEDC at 908-835-9200 or by email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org).

### WBID to Honor Ed Rossi

Ed Rossi, President of the Washington Business Improvement District’s (WBID) Board of Directors from 2006-2009, and a Board Director since the organization’s inception in 2003, will be honored at the WBID Business Recognition Reception on Thursday Feb. 4, 2010, 6:00 p.m. to 8:00 p.m., at the Mediterranean Bistro, Route 57, Washington Borough. Rossi will be stepping down as the Board President in 2010, but will remain a member of the board and Executive Committee. Rossi, owner of Rossi Chevrolet Buick GMC on Route 31, also will be cited at the reception for his nomination as the Time Magazine Dealer of the Year. Rossi is the only nominee from New Jersey among 45 from around the country. Tickets are \$25 per person. Please call 908-689-4800, or log on to [www.washingtonbid.org](http://www.washingtonbid.org).



### WBID Board of Directors gains new member

Shawn Hathaway, Branch Manager of the PNC Bank in Washington Borough, has been elected to the 2010 Washington Business Improvement District’s Board of Directors. Hathaway, is active with the WBID’s Festival in the Borough committee and has been the Washington Borough Branch Manager since 2008. She is a mentor for the school-based Big Brothers/Big Sisters program, a member of the Community Action Partnership coalition at Community Prevention Resources of Warren County, and a leader for National Girls Ministries.



### November 2009 Unemployment Rates

(Preliminary, Not Seasonally Adjusted)

US Unemployment: 10%

New Jersey: 9.4%

MSA: 9.8% Allentown/Bethlehem/  
Easton Metropolitan Statistical Area

(includes Warren County)

Warren County: 9.5%

# Workforce Training

## Microsoft Outlook

February 19 & 20, 2010 - 9:00 a.m. to 1:00 p.m.  
 Warren County Regional Chamber of Commerce  
 10 Brass Castle Rd., Washington

This free class will introduce participants to the proper use of e-mail as a job related tool including sending clear messages, receiving, replying and deleting messages, disposing of junk mail and sending and opening file attachments including specifically: Describe types of E-Mail Accounts; Create and Change an E-Mail Account; Open, Print, and Edit Messages; Open and Save Attachments; Reply, Forward, and Re-Send Mail; Delete Messages; Organize Messages; Manage "junk" mail; Use the Address Book; Insert Attachments; Send and open attachments; Insert Hyperlinks; Use the Drafts Folder; Use Outlook's Calendar; Create a New Appointment; Create a Contact; Create a Distribution Lists; Understand Editing Tasks; Customize How You View Tasks; Create and Edit Notes; and Apply proper business e-mail behavior.

To register, email [rsvp@warrencountychamber.org](mailto:rsvp@warrencountychamber.org).

*Classes are sponsored by Warren County Community College and the Warren County Regional Chamber of Commerce.*



## Excel II

February 25 & 26, 2010 - 9:00 a.m. to 1:00 p.m.  
 Warren County Regional Chamber of Commerce  
 74 S. Main St., Phillipsburg

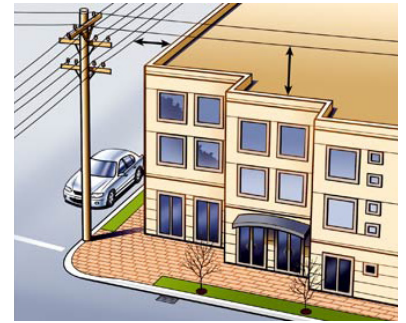
This free class will reinforce the elements introduced in Excel Level I and expand upon that base to include more complex but necessary activities such as functions, charts, linking worksheets, adding pictures and more. Excel-2 Outcomes Upon completion of this course students will be able to: Find a specific entry in a worksheet; Use options in the paste special dialog box; Use alignment options in the format cells dialog box; Use and understand absolute cell references; Use and understand logical functions, i.e. the IF function, nesting IF functions; Use and understand financial functions, i.e. the PMT function; Use and understand date/time functions, i.e. using the DATE function, using the NOW function; Create a chart; Link worksheets within a workbook; Split the workbook window into panes, freezing window panes; Hide rows and columns of a worksheet; and Insert comments into a worksheet.

To register, email [rsvp@warrencountychamber.org](mailto:rsvp@warrencountychamber.org).

*Classes are sponsored by Warren County Community College and the Warren County Regional Chamber of Commerce.*



# Advertise Your Property Here



As part of its Economic Development partnership, the Warren County Regional Chamber of Commerce maintains an On-Line Property Inventory.

To list an available commercial property, retail property, industrial property or commercial lot, please submit information to the chamber office via email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org).

Property listings are FREE.

There is a nominal charge of \$25.00 for members, \$50.00 for non-members, for a hyperlink to your site.

Properties will be listed for three months and may be renewed by contacting the Chamber office.

## Call (908) 835-9200.

The WCEDC reserves the right to approve all submissions.

## Looking for a job or a qualified employee?

**The Warren County Regional Chamber of Commerce Classifieds feature up-to-date listing for jobs in and around the Warren County area.**

**To view or post job listings, visit [www.warrencountychamber.org](http://www.warrencountychamber.org)**

**For information, send emails to [info@warrencountychamber.org](mailto:info@warrencountychamber.org)**

**The Best Place for Affordable Ad Space is  
Right Here in**

**Commentary**

The Warren County Regional Chamber of Commerce newsletter reaches more than 1000 professionals each month. It is the place to go for the latest Chamber news and events, Economic Development initiatives and workforce training, Convention & Visitors Bureau highlights and Legislative updates. Check out the rates.

Size	Frequency	Cost (per ad)
Full Page	1X	\$150
Full Page	2X	\$125
Full Page	3X	\$100
Half Page (horizontal)	1X	\$100
Half Page (horizontal)	2X	\$80
Half Page (horizontal)	3X	\$60
Business Card	1X	\$75
Business Card	2X	\$50
Business Card	3X	\$25

The deadline for space reservations is the 10th of the month prior to the publication month. Prices are for camera-ready black and white or color artwork. There will be an additional charge for any typesetting or copy preparation.

For information or to get a contract form, please contact the Chamber at 908-835-9200 or by email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org).

**SAVE THE DATE**



**Administrative  
Professionals Day  
Wednesday,  
April 21, 2010**

**Luncheon • Door Prizes  
Goodie Bags**

**Sponsorships available**

Contact the Chamber by email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org)

**February 2010 Schedule of Events**

SUN	MON	TUE	WED	THU	FRI	SAT	
	1	2	3	4	5	6	02/04/2010 Trade Show Marketing 9:00 a.m. Warren County Regional Chamber of Commerce, Washington
							02/05/2010 AM BIZ 7:15 a.m. Warren County Community College, Washington
7	8	9	10	11	12	13	02/05/2010 LinkedIn Training 9:00 a.m. Warren County Regional Chamber of Commerce, Washington
14	15	16	17	18	19	20	02/12/2010 Business Over Breakfast 7:45 a.m. Warren County Regional Chamber of Commerce, Phillipsburg
21	22	23	24	25	26	27	02/19/2010 Outlook Training 9:00 a.m. Warren County Regional Chamber of Commerce, Washington
28							02/24/2010 Annual Meeting 11:30 a.m. Hawk Pointe Golf Club Washington
							02/25/2010 Excel II Training 9:00 a.m. Warren County Regional Chamber of Commerce, Phillipsburg