

Commentary

A Publication by the **Warren County Regional Chamber of Commerce**

Volume 6, Issue 1 January 2007

WOMEN IN BUSINESS KICK-OFF

Business Over Breakfast

January 12, 2007 7:30 a.m. – 9:00 a.m.
Comfort Inn Hotel, 1925 Route 57 West in Hackettstown, New Jersey
\$20.00 Members / \$30.00 Non-Members



Topic: **FOCUS - Finding Opportunities Creating Unparalleled Success with Marlene J. Pagley-Waldock**

The greatest challenge people, and particularly women, face in life and business is getting too easily sidetracked from their goals.

Stephen Covey says “Do What’s Important, Not What’s Urgent.” Often the question is, do we know what’s important and then do we do it? By applying a laser focus to your life vision, you will define more effective strategies, identify opportunities and move closer to the fulfillment and success you desire. Everything is within your reach.

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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

Reservations Required by
February 7, 2007



Save the Date!

Blairstown Business Association's Winter Festival

Saturday, January 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 Chair



I would like to wish our entire membership a very happy and prosperous New Year! I am humbled and honored to begin serving as Board Chair, and excited about the opportunities for growth and expansion during the coming year.

In early December, your Chamber Board of Directors met to develop a set of strategic goals for Chamber President Bob Goltz to implement over the next year. It is the combined goal of your Board to market and expand the Chamber over the next year creating a truly regionalized Chamber. Increased membership and regionalization will provide increased networking and economic opportunities for our members. We are committed to a major County-wide expansion. Recently, with the assistance of Board Member Monika Hamburger, the Blairstown Business Association has agreed to merge into the Chamber helping to greatly expand our regional presence and service area.

Additionally, the Board is committed to reviewing the committee structure, bi-laws, and policies of the Chamber to ensure a broader inclusion of member opinions and ideas in decision-making. Finally, expansion of membership will only be successful with a systemic analysis of current programming and events to strengthen existing programs while expanding the breadth and depth of current services to create more value added opportunities for our expanding membership.

This year's ambitious growth agenda will be challenging, but I feel confident that with the leadership of your Board, vision of your president, and support of our membership that our plan and goals for the Chamber can make the coming year's accomplishments truly remarkable.

We are well on our way to success, but as a Chamber we rely and depend on the work of a number of committees to meet our Business Goals. Every member's voice and assistance is needed and appreciated in reaching our Business Goals for 2007 in order to increase the value added of your membership commitment. Please call the Chamber office to volunteer your expertise and time on a committee of your choice in the upcoming year (908-835-9200). I personally value your input and commitment to our Chamber.

As we expand outreach and solidify our regional agenda you will see that each month, programs and services will be available to you throughout the County, and scheduled for early in the morning, lunchtime, and after the workday. Programs in high demand will be offered in more than one location and at different times of the day for your convenience. I hope you will take advantage of these programs and services to your benefit.

I am excited about the programs, events and educational opportunities that are planned for this year. If you have a suggestion or recommendation for a program, please tell us. The Board and Chamber staff is here to meet your business and personal growth needs.

Please hold the date of Wednesday, February 21st, to attend the 6th Annual Business Meeting of the Warren County Regional Chamber of Commerce, which will be held at the Panther Valley Golf & Country Club in Allamuchy. New officers and board members will be officially inducted and it is a great networking opportunity, with a chance to see old friends and hopefully make new ones.

Finally and most importantly, I want to congratulate and thank Enid Logan of Warren Hospital for her selfless stewardship to the Chamber as its Board Chair in 2006. Her leadership and professionalism has set a bar for which to measure what we know will be the success and growth of the Warren County Regional Chamber of Commerce in 2007. Further, I would like to thank all of the retiring Board members, all board committee members who have made the Chamber a real source of pride and accomplishment; and we must always thank all our members for whom our organization exists and strives to serve with pride and excellence.

I am looking forward to working with the Chamber Board, the staff, and with each of you for the a most prosperous and economically rewarding business year!

Dr. William Austin
2007 Board of Directors Chairperson

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*

Hannah Massaquoi,
Jersey Central Power & Light

Nancy Ann Post, *Team Capital Bank*

Susan Seger, *SASCO Insurance*

Doug Steinhardt,
Florio, Perrucci, Steinhardt & Fader, LLC

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
www.warrencountychamber.org

Robert L. Goltz, *Publisher*
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Chamber of Commerce

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Letter from the President



What a fantastic year the Warren County Regional Chamber of Commerce has had in 2006. We have been able to continue the growth in our membership, expanding our services and upgrading our events all to assist in building a stronger organization to serve our members.

Before I go any further, I would like to welcome all our new members from the Blairstown Business Association to the Warren County Regional Chamber of Commerce. On Tuesday, November 28, 2006, the BBA voted to merge with the Chamber, creating an organization now over 400 members strong. The Chamber will continue the events that the BBA has been known for, while adding new networking and training events for area businesses. The Chamber staff has been visiting Blairstown businesses over the last three weeks and is appreciative of the warm welcome we have had in the area. We are looking forward to the BBA's Winter Festival scheduled for Saturday, February 24th at North Warren.

The Chamber revisited ideas of hosting area councils to gain better information about the communities we serve and create a grassroots effort in more localized planning in Warren County. In December, we launched the first four area councils for the Warren County Regional Chamber of Commerce: Blairstown Business Association Council,

Hackettstown Council, Phillipsburg Council and the Washington Council. The council's will meet monthly and address: economic, legislative and educational needs of the business community they serve. We are seeing members both new and old actively participating on these councils. The goal for the Chamber is simple "Be A Regional Chamber with a Local Presence."

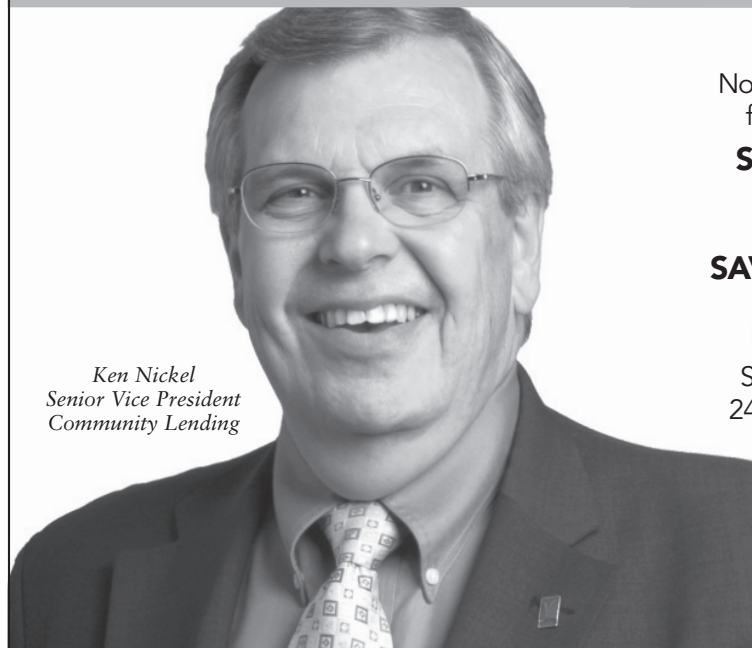
The Chamber is growing stronger and continues to move forward because of our members. Your skills, knowledge, communication and participation with the Chamber help us provide the programs and services that our members request and need to help their businesses grow and prosper. Your input and direction helps the Chamber to keep on focus with our mission.

Thank you for the assistance you have already given and the ideas and dreams that will help us in the future.

Focused on the Future of Warren County Businesses,

Robert L. Goltz
President/CEO

business friendly



Ken Nickel
Senior Vice President
Community Lending

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24 hours a day...7 days a week, for details and application.



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AM BIZ



Warren
County Community College

Friday, January 5, 2007 & Friday, February 2, 2006
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.

American Red Cross Training



The Northwest New Jersey County Chapter of the American Red Cross is holding a **Volunteer Orientation** on Thursday, January 11th from 10:00-11:00am, and again on Wednesday January 17th from 6:30 – 7:30, in our Belvidere Office, 115 Greenwich St., Belvidere, NJ. Registration is required. Call 908-475-2770 or email Karen Winlund at kwinlund@northwestnjredcross.org .

Disaster Training begins on Wednesday, January 24th from 6:00-9:00pm with 'Fulfilling our Mission' an introduction to Disaster Services. Additional training will continue on Wednesday February 7th, February 21st and 28th from 6-9:00pm. Once training is completed, volunteers may serve on the Chapter's Disaster Action Teams or travel throughout the state of NJ as well as the nation, serving on Disaster Relief Operations. Registration for disaster classes is also required.

Maximize Your Membership

Wednesday, January 10, 2007
8:00 a.m.

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.

Secrets of Success Luncheon

Positive Networking for Positive Results (Encore Presentation!)

Wednesday, January 24, 2007
11:45 a.m. – 1:00 p.m.

Union Station Grill, 9 Union Square in Phillipsburg, NJ
Member Cost: \$20.00
Non-Member Cost: \$30.00

This presentation takes you past the basics and gets to the heart of true networking skills and practices. This is hard hitting and pushes to the next level of building business relationships for both personal and professional growth. If you believe you are already a good networker, you will definitely want to attend this session to further expand your knowledge and impact in the business world.



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Hackettstown, NJ 07840

319 Route 10 East
East Hanover, NJ 07936

Business Training & Development Workshops for January/February

Inbound Telephone Techniques that Produce Results

**Recapturing Countless Lost Sales,
Because Your People Don't Know How to Answer a Telephone**

Small business owners spend thousands of dollars to get the telephone to ring — And when it does, most businesses lose the prospect, lose the sale and lose their shirt.

This program will focus on the five most common telephone mistakes businesses make and how to avoid.

January 18, 2007, Thursday 9:00 am – 11:00 am

Warren County Regional Chamber of Commerce

Instructor: Brian Kathenes

Cost: \$45.00

Guerrilla Marketing

Small Business: Do you want to improve revenue and overall profitability without spending a bundle? Taught by a Certified Guerrilla Marketing Coach, this seminar is packed with clever and unconventional small-business marketing tips you can use immediately to begin achieving your goals.

January 25, 2007, Thursday 9:00 am – 12:00 pm

Warren County Regional Chamber of Commerce

Instructor: Vickie Lynn Morgan

Cost: \$45.00

Record Keeping

Learn about the records you need to keep in running a successful business. Understand why it is important to keep records and how to utilize the information to understand your business needs. Included is understanding financial statements, forecasting and budgeting.

January 30, 2007 and February 5, 2007

Tuesday's 6:00 am – 9:00 pm

Warren County Regional Chamber of Commerce

Instructor: Karen Katcher

Cost: \$45.00

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: Vickie Lynn 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: Vickie Lynn 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: Vickie Lynn 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



*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

JCP&L, A FirstEnergy Company, is pleased to announce the continuation of its Export Now Program by offering three trade missions in 2007. The objective of this program is to assist small to medium sized customers in expanding sales through export. FirstEnergy has offered this program for the last eleven years. Over 220 customers have participated generating an estimated \$117,000,000 in sales.

Once again this year, FirstEnergy will partner with the U.S. Department of Commerce (DOC) Foreign Commercial Service in providing this service.

FirstEnergy will offset 1/2 the cost of the U.S. DOC's Gold Key services for qualified participating JCP&L customers .

If you are interested about knowing more about the Export Now Program contact Larry Morris at 908-213-7906.

Member Spotlight

Physical Therapy Plus in Washington, New Jersey is pleased to announce and welcome Michael W. Kim as their full-time Director of Occupational Therapy/hand therapy. Michael brings over 10 years of experience in evaluating and treating a variety of hand and upper extremity disorders including but not limited to carpal tunnel syndrome, fractures, arthritis, tendon injuries, neurological disorders, tennis & golfer's elbow, splint fabrication, wound care and all pre/post – operative injuries and surgeries. Michael has extensive training with sports injuries and has worked with renown hand surgeons and orthopedic surgeons in the New York and New Jersey area. Please join us in congratulating and welcoming Michael to our community and practice.

Physical Therapy Plus has been servicing Washington for over six years. Our clinics are known for their progressive approach to rehabilitation, seeing all orthopedic and neurological disorders from newborns through the golden years. We provide personalized care with each patient seeing the same physical therapist each visit. Our clinic offers immediate appointments within 24 hours of first contact. We accept most insurance plans including but not limited to Worker's Compensation, Medicare, Blue Cross & Blue Shield and Auto. The hours are Monday, Wednesday and Friday from 6:00 am until 6:00 pm and Tuesday/Thursday from 6:00 am until 9:00 pm. Give Physical Therapy a call at (908) 835-8533 to schedule your initial evaluation.

MEMBERSHIP REWARDS

Core People Resources



A company focused on providing businesses and organizations with human resources and related consulting services, has partnered with the WCRCC to provide its members with a valuable Human Resources (HR) package through the CPRTM WCRCC Affinity Program. The service not only allows a client to easily access information and documents to manage their business in such areas as hiring employees, employee benefits, employee performance or firing employees, but also provides a variety of business topics targeted to small business owners such as: financial management, information technology, sales and marketing, professional development and family life and wellness.

New Members

Blairstown Theater Festival

PO Box 31
30 Main Street
Blairstown, NJ 07825
Phone: (908) 362-1399
E-mail: rca@blairstowntheaterfestival.com
Web: www.blairstowntheaterfestival.com
Robert Armin
Entertainment/Arts/Attractions

Cartridge World - Phillipsburg

201 Strykers Crossing Suite 16
Lopatcong, NJ 08865-5400
Phone: (908) 454-8776
Fax: (908) 454-8777
E-mail: djs@cwlehighvalley.com
Web: www.cartridgeworldusa.com
David Sciascia
Office Products/Equipment

Pandan Room Restaurant

100 East Moore St
Hackettstown, NJ 07840
Phone: (908) 850-5999
Fax: (908) 850-5996
Web: www.pandanroom.com
Allan Bradbury
Restaurants

Synergy Physical Therapy

1885 State Highway 57, Suite 5
Hackettstown, NJ 07840
Phone: (908) 852-5400
Fax: (908) 852-5655
E-mail: snergyppt@comcast.net
Physical Therapy

Save the Date!

6th Annual Flavor of Warren

April 2, 2007

Abilities of Northwest Jersey, Inc.

Flavor of Warren
Business Expo



Members in the News



WCCC's Faust Receives Statewide EMS Award

Faust was recently honored as New Jersey's "Educator with Outstanding Contributions to EMS" at a gala awards dinner in Atlantic City.

The award was given as part of the New Jersey Statewide Conference on Emergency Medical Services. The award is one of 19 different categories given annually by the New Jersey Department of Health and Senior Services and the New Jersey Emergency Medical Services Council. This particular award honors a "state-certified EMS instructor who has at least three years EMS service and who has advanced EMS education in New Jersey through outstanding organization or delivery of educational programs to EMS personnel."

Faust is the Program Administrator for WCCC's Emergency Service Training Academy. He came to the college in January 2005 and established the college's Emergency Medical Technician (EMT) training program. Since the program's inception, the college has graduated approximately 70 EMTs, and has provided continuing education training to over 500 emergency responders.

Faust and fellow instructor Tim Flannery developed WCCC's Associate in Applied Science (AAS) in Emergency Services degree. The first of its kind in the state, this program is designed to provide college-level education and training to firefighters, EMTs, Paramedics, and other emergency responders who serve as this country's first line of defense in emergency and crisis situations. The curriculum is designed to foster critical thinking, interper-

sonal skills, leadership skills, and professional responsibility for emergency responders. The program has specialty tracks for both fire and emergency medical service personnel.

"Bill's efforts on behalf of establishing the AAS degree program and as administrator of the Emergency Service Training Academy have been tremendous," lauded WCCC president Will Austin. "He truly deserves the award and the statewide recognition it gives him - and our college."

To receive more information about Warren County Community College's AAS in Emergency Services, or to enroll in the college's EMT or other emergency service training classes, please call 908-835-2453.

Centenary College Partners with Hackettstown School District to Offer Scholarship

Hackettstown, NJ, January 4, 2007 – One Hackettstown High School graduate will be granted a full scholarship to Centenary College as a result of a recent partnership between the Hackettstown School District and the Hackettstown-based institution.

"This is a wonderful opportunity for an ambitious student to continue their academic journey without having to incur tuition costs," says Hackettstown Mayor Michael Lavery. "It is a generous benefit to the community-at-large and we are very fortunate to have this fine institution located right in Hackettstown."

The requirements for the scholarship application include a preferred B average or higher, attendance at Hackettstown High School for at least two years, community service experience, a strong sense of teamwork, leadership potential, and the desire to lead a values-centered life.

To apply, the candidate should complete a Centenary College Application Form and write an essay that addresses why he or she is a good match for the college and how his or her goals address Centenary's expectations and requirements. The application and essay should be submitted to the Hackettstown Superintendent's Office no later than January 31, 2007. The successful candidate will be selected by the Hackettstown School District's Superintendent and will be approved by the President of Centenary College. The candidate will be notified February 15.

Hackettstown BID Names Executive Director

He's marched through Hackettstown as director of the Colonial Musketeers Fife and Drum Corps, and now he's stepping to a different beat: that of Executive Director of the Hackettstown Business Improvement District (BID).

David M. Rucki, a longtime resident of Mansfield Township and most recently district director in the office of NJ Assemblyman Michael J. Doherty, will begin his duties Dec. 18, overseeing the town's revitalization efforts and moving the BID toward fulfillment of its strategic plan.

According to BID Chairman Bill Harper, David was chosen from among a field of several outstanding candidates.

"David Rucki has proven himself a tireless worker on several BID events so far, and he's demonstrated the dedication, energy, and leadership skills we were looking for in an executive director", he said. "I hope everyone will work with him to make this transition a smooth one for the betterment of Hackettstown."

The BID was established by municipal ordinance in December, 2004 and represents businesses throughout the town, from Stiger Street through Mountain Avenue and streets branching out from the Main Street downtown area.

One of the goals of the BID is to create and maintain a comprehensive database regarding existing businesses. That, according to Mr. Rucki, will aid in planning events, applying for grants, and stabilizing lines of communication within the town.

"It is vitally important to the progress of the BID that lines of communication among commercial property owners, merchants, and those representing the BID remain open and that the BID is recognized as accessible to those who are funding it", he said. "If we are to take our business district in the right direction, we must maintain a high level of cooperation and accountability.

"This New Year represents a new beginning on many levels, and it is my intent to focus on moving the Hackettstown Business Improvement District forward through the guidelines set forth in its strategic plan."

For more information about the Hackettstown BID, please contact Mr. Rucki at 908.852.2954 or online at hackettstownbid.com.



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 Chamber of Commerce**

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Focused on the Future of Warren County Businesses

JANUARY 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	31			

- 01/05/2007 **AM BIZ**
 7:15 a.m. Warren County Community College, Washington
- 01/10/2007 **Maximize Your Membership**
 8:00 a.m. Warren County Chamber, Washington
- 01/12/2007 **Women in Business Breakfast**
 7:30 a.m. Comfort Inn, Hackettstown
- 01/15/2007 **Martin Luther King's Birthday**
 Office Closed
- 01/24/2007 **Secrets of Success Luncheon**
 11:45 a.m. Union Station Grill, Phillipsburg