

# Commentary

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

Volume 8, Issue 1 January 2009

## Secrets of Success Luncheon “How to Get Students an Actionable Roadmap To Success”

*Presented by:*

Dana Egreczky, Vice President Workforce  
Development for the NJ State Chamber and  
the Business Coalition for Educational Excellence

January 28, 2009  
11:45 a.m. – 1:00 p.m.  
Union Station Grill  
9 Union Square, Phillipsburg

Members/Non-Members \$25.00 per/person

Special Kick-Off Event for the Warren County Regional Chamber of Commerce’s Phillipsburg Council

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*Warren County Regional Chamber of Commerce*

## 2009 Annual Meeting

Wednesday, February 25, 2009  
11:45 a.m.

Hawk Pointe Golf Club  
294 Route 31, Washington

Members \$50.00 Non-Members \$60.00  
Reservations required by February 20, 2009

# Letter from the Chairperson



During these difficult economic times, the Chamber becomes an even more valuable resource for local businesses. You can utilize the website for tips on managing in a down economy, while evaluating the various affinity programs for cost savings. Come to networking events to gather new ideas or maybe develop a contact with a potential new business. Take advantage of low cost training opportunities to improve your skills or those of your employees. You can also engage with the Chamber to encourage a better business environment and attract new businesses to our community. During difficult economic times, the Chamber should be your primary business resource.

2008 has been a productive year for the Chamber. The staff has been active in growing our membership: local Chamber councils in various cities and townships have maintained local focus, while connecting through the Chamber to leverage the full regional capability. Tourism and Economic Development have continued to be strengthened, even though funding for these areas in 2009 are threatened.

The governance of the Chamber has been improved this year with policy changes establishing and defining the roles of the Board of Directors, the CEO and staff, and the membership. In addition, the Chamber is establishing a 501.3C foundation to open up new avenues of investment and new programs. I think you will agree we have had a productive year indeed!

It is exciting to see the Chamber grow and expand its level of activities and benefits. I am pleased, as I hope you are, to be a member of the Warren County Regional Chamber of Commerce.

*Ron J. Harding*

Ron J Harding  
2009 Chairperson, Board of Directors



**CHAMBER  
CHAMPIONS**

The Warren County Regional Chamber of Commerce has been the greatest resource for new business for WNTI over the past four years. The members of the Chamber are warm and friendly and support each other not only on a business level but a personal level as well. The Chamber has become a vital part of my business career and I hope to keep the relationship strong for years to come especially with AM Biz. This group meets the first Friday of each month at Warren County Community College; it's a short and sweet meeting from 7:15 a.m. to 8:30 a.m. The regular attendees have a wonderful relationship with each other and new attendees feel welcome from the minute they step into the room. This is what networking is all about; trust, relationships, and comradery.

Melanie Thiel  
WNTI  
Management/Development  
908-979-4355 ext. 1  
thielm@centenarycollege.edu

## 2009 BOARD OF DIRECTORS

### Chairperson of the Board

Ron Harding, *Mallinckrodt Baker*

### Vice Chair

Nancy Ann Post, *Team Capital Bank*

### Second Chair

Jason Coe  
*Hackettstown Regional Medical Center*

### Secretary

Susan Zukoski  
*Abilities of Northwest Jersey, Inc.*

### Treasurer

Claudia Conway, *Skylands Community Bank*

### Immediate Past Chair

Dr. William Austin  
*Warren County Community College*

## DIRECTORS

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Samir Elbassiouny

*Warren County Community College Foundation*

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Andrea Kirchuk, *Computer Images Web*

Hannah Massaquoi

*Jersey Central Power & Light*

Susan Seger, *SASCO Insurance*

John Sommer, *Centenary College*

Doug Steinhardt

*Florio, Perrucci, Steinhardt & Fader, LLC*

Glenn Tippy, *GBW Insurance*

## CHAMBER STAFF

Robert L. Goltz, *President/CEO*

Danielle Holland, *Service Coordinator*

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  
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Chamber of Commerce

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# SAVE THE DATE

The Warren County Regional Chamber of Commerce and Warren County Convention and Visitors Bureau have a variety of seminars, workshops, networking opportunities and tourism events planned for 2009. Watch for email blasts and future issues of Commentary with further details on each event.



- J**anuary
  - 2 AM Biz
  - 28 Secrets of Success Luncheon
- F**ebruary
  - 6 AM Biz
  - 13 Women in Business Breakfast
  - 25 Annual Meeting
- M**arch
  - 6 AM Biz
  - 13 Business Over Breakfast
  - 25 Secrets of Success Luncheon
- A**pril
  - 3 AM Biz
  - 22 Administrative Professionals' Day Luncheon
- M**ay
  - 1 AM Biz
  - 1-3 Spring Festival in Hackettstown
  - 8 Women in Business Breakfast
  - 27 Secrets of Success Luncheon
- J**une
  - 5 AM Biz
  - 24 Secrets of Success Luncheon

- J**uly
  - 3 AM Biz
  - 4 Spirit of Americana Celebration
  - 10 Women in Business Breakfast
- A**ugust
  - 7 AM Biz
  - 10 10<sup>th</sup> Annual Chamber Golf Thing
  - 26 Secrets of Success Luncheon
- S**eptember
  - 4 AM Biz
  - 11 Women in Business Breakfast
  - 23 Secrets of Success Luncheon
- O**ctober
  - 2 AM Biz
  - 9 Business Over Breakfast
  - 15 Warren County Business Awards
  - 24 6<sup>th</sup> Annual Senior Expo
  - 28 Secrets of Success Luncheon
- N**ovember
  - 1 Halloween Parade
  - 6 AM Biz
  - 13 Women in Business Breakfast
- D**ecember
  - 4 AM Biz
  - 10 Warren County Regional Chamber of Commerce Holiday Party

## AM BIZ



**Warren**  
County Community College

January 2, 2009  
7:15 a.m. - 8:30 a.m.  
Warren County Community College  
475 Route 57 West, 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

January 7, 2009  
8 a.m. - 9 a.m.  
Warren County Regional Chamber of Commerce  
10 Brass Castle Road, Washington

January 8, 2009  
4 p.m. - 5 p.m.  
Warren County Regional Chamber of Commerce  
74 S. Main Street, Phillipsburg

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 [infor@warrencountychamber.org](mailto:infor@warrencountychamber.org).

## Secrets of Success

January 28, 2009  
11:45 a.m. - 1:00 p.m.  
Union Square Grill  
9 Union Station, Phillipsburg, NJ 08865  
Speaker: Dana Egreczky  
Members/Non-Members: \$25

### “How to Get Students an Actionable Roadmap to Success”

This special kickoff event for the Warren County Chamber of Commerce’s Phillipsburg Council is presented by Dana Egreczky, Vice President Workforce Development for the NJ State Chamber of Commerce and The Business Coalition for Educational Excellence

# CHAMBER NEWS BULLETINS

• **2009 Desk Calendars** are now available at the Warren County Regional Chamber of Commerce offices at 10 Brass Castle Road in Washington and 74 South Main Street in Phillipsburg. Please stop by and pick one up.

• Sales are currently underway for advertising in the **2009 Warren County Regional Chamber of Commerce Membership Directory**. For information on rates, availability and deadlines, please contact Yvonne from Lawton Printing at the Chamber office at 908-835-9200.

• Did you know that the Warren County Regional Chamber of Commerce has a **Rental Service** for your marketing and conferencing needs? The Chamber has conference space, projectors, screens, a desktop podium and more available for rent at affordable prices. Rooms are equipped with a television and DVD player and wifi access and the Chamber can arrange for catering as well. Public relations and mailing list services also are available. For information on pricing and availability, please contact the Chamber office at 10 Brass Castle Road in Washington at 908-835-9200 or by email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org).

• The Warren County Regional Chamber of Commerce will be kicking off another **Masterminds Group** on Thursday, January 14 at 4:00 p.m. at the Chamber office at 10 Brass Castle Road in Washington. The purpose of Masterminds is to bring together a group of people with similar business or personal interests, objectives and goals. Participants benefit from the challenges, input, feedback and support that they give and get back from their peers. For more information or to register for the Masterminds Group, contact the Chamber office at 908-835-9200.

## 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).

## 2008 Leadership Warren Youth Class Graduates



The Warren County Regional Chamber of Commerce 2008 Leadership Warren Youth program held its graduation ceremony on Wednesday, December 3, 2009 at Architect's Golf Club.

The following students completed the program:

Belvidere High School - Douglas Cowley, Kelly Hedlund, Alexis Mattei and Sydney Thomas; North Warren Regional High School- Daniel Greco, Anna Murphy, Glen Oakley, and Matthew Ponczek; Notre Dame High School - Douglas Fagan; Phillipsburg High School- Nicholas Acevedo, Dara Barto, George Guarino, Sean Hoenig, Erin Lauer and Martha Widger; Warren Hills High School - Elizabeth Bracey, Corinne Iacobucci , Melissa Kuderka, Cassandra Mainardi, Krysten Rosamilia, AnnaMarie Slinka and Corissa Stoliker.

The Chamber currently is seeking candidates for the 2009 Leadership Warren Youth Program. Contact the Warren County Regional Chamber of Commerce at 908-835-9200 for more information.



SARAH BRELVI, president of United Way of Warren County, was the winner of the food drive raffle held at the Warren County Regional Chamber of Commerce Holiday Party, December 11 at the Inn at Panther Valley. Raffle tickets were given to guests who brought food or donated money for the Norwescap Food Bank. Brelvi is shown here with Eric Kaiser, holding her prize, a wine set donated by Mallincrodt Baker.

## Tourism Training Sessions Scheduled

The Warren County Convention & Visitors Bureau (CVB), a division of the Warren County Regional Chamber of Commerce, invites all area tourism entities, businesses, and non-profit organizations to attend website training that focuses on how the CVB can help promote your businesses, attractions or services. Meetings are scheduled for:

**January 14, 2009** – 6:00 p.m.

Hackettstown Business Improvement District Office

**January 27, 2009** – 6:00 p.m.

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

**February 10, 2009** – 9:00 a.m.

Hackettstown Business Improvement District Office

**February 26, 2009** – 9:00 a.m.

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

**March 5, 2009** – 6:00 p.m.

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

The Warren County CVB maintains a website with information and links to local tourist attractions, publishes an annual Tourism Guide, operates a Mobile Information Center and sponsors events throughout the year including the Spring Festival in Hackettstown, Spirit of Americana 4<sup>th</sup> of July Celebration, Norwescap Music Festival at Alba Vineyards, Phillipsburg Hallowfest Parade and the Warren County Farmers Fair.

For more information, contact the Warren County Regional Chamber of Commerce at 908-835-9200, by email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org) or visit [www.warrencountychamber.org](http://www.warrencountychamber.org).

## GRAND OPENING

**PNC BANK**

**“RIBBON TIE”**

January 6, 2009

9:00 a.m.

Celebrate the Grand Opening of

PNC's new branch at

2061 Rt. 57, Hackettstown

# Member Spotlight

## Realtors Make Smart Moves to Build Business



How *do* you sell a house today?

According to Ravi Romano and Gail Masson-Romano, owners of Re/Max Ridge Real Estate, it requires the basics – careful planning, hard work, a top-notch staff and some creative marketing – only a lot more of each.

“A decline in the real estate market appears first on the periphery of a metropolitan area in places like Warren County,” said Romano. “We knew early on that we had to work harder for our buyers and sellers.”

Both retired from their respective careers, Gail as a healthcare administrator and Ravi as the owner of a software development company, the Romanos bought their Blairstown-based Re/Max franchise in 2004 and recently opened a Washington office. They are optimistic that markets will soon stabilize and they are implementing practices to address the current issues and challenges.

Romano said he has expanded his marketing to the New York metropolitan area and is aggressive about attracting business from areas such as Bergen, Essex, Union and Hunterdon Counties. He has invested in cable and Internet advertising and is a Company Showcase agency with Realtor.com which enables him to post enhanced listings and contact information.

Re/Max Ridge is staffed with only full-time highly skilled and reputable agents who take advantage of continuing education through Re/Max and outside resources. Masson-Romano noted that the staff currently is using any downtime it has to learn how to deal more effectively with the multitude of issues that today’s clients face.

“We are working more closely with clients and offering alternative – not misguided – approaches to buying a home within the framework of their financial capacity,” Romano added.

The Romanos are active in the Warren County Regional Chamber of Commerce and the Blairstown Business Association and recognize that today’s economic challenges can only be met through a united effort.

“The Chamber and other organizations play a vital part in coordinating the effort to network and share services,” said Romano. “We encourage all business owners to look at it as an ongoing endeavor and to make a conscious effort to network and connect.”

The owners and staff of Re/Max Ridge are the biggest promoters of Warren County. They live locally, buy locally, and are proponents of land preservation and “intelligent development.”

“Warren County is a wonderful place to live,” said Masson-Romano. “There is open space and a lack of congestion. We wouldn’t live anywhere else.”

## New Members

### LD Distribution Services LLC

39 Country Meadow Rd., Hackettstown, NJ 07840

Phone: 908-887-0275 Fax: 908-813-2499

E-mail: [lddistribution@verizon.net](mailto:lddistribution@verizon.net)

Contact: Lee Burrows

*Distribution*

### Pfeiffer, Bruno, Minotti & DeEsch Attorneys At Law

44 North 2nd St., Easton, PA 18042

Phone: 610-258-4003; 908-454-7100

Fax: 610-258-1943

Contact: James L. Pfeiffer

*Attorneys*

## MEMBERSHIP REWARDS



### Dental Savings Program

The Warren County Regional Chamber of Commerce has teamed up with Dental Solutions to offers its members an opportunity to enroll in a discount dental/orthodontic, vision and hearing program.

For a small monthly fee, the program enables participants to select a provider from its network of qualified professionals and acquire services at a reduced rate that has been pre-negotiated by Dental Solutions.

Participants have four plan options, depending on their needs: Dental Individual at \$8.95 per month; Dental Family at \$11.95 per month; Dental, Vision, Hearing & Rx Individual at \$9.95 per month; and Dental, Vision, Hearing & Rx Family at \$13.95 per month. A one-time \$4.95 membership fee applies to all plans. The plan is not an insurance policy and there is no paperwork involved. Members are responsible for full payment of the services they receive at the time of the visit. A list of providers is available prior to enrollment. Hospital visits are not covered under the plan. For more information on the Dental Solutions Discount Medical Plan, call 866-272-7515 or visit [www.edentalsolutions.com](http://www.edentalsolutions.com)

### Recycle Rewards



The Warren County Regional Chamber of Commerce has joined the Recycle Rewards

in an effort to recover used laser toners and inkjet 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.

# Members in the News

## Appolo Heating Opens Branch Office in Columbia

Appolo Heating, Inc., headquartered in Schenectady, New York, has announced the opening of a sales and service branch office in Columbia, NJ. The Columbia branch will provide residential customers and residential building contractors with home comfort services and equipment including periodic service, HVAC installation, indoor air quality systems, fireplaces and zone climate control. In addition, Appolo can provide commercial and industrial customers with design/build or plan and spec type projects for all HVAC solutions. Appolo is a Lennox Premier dealer, North American Technician Excellence (NATE) certified, Energy Star qualified with all installations approved by the Building Performance Institute (BPI). The branch address is Appolo Heating, Inc., 41 Vail Road, Columbia, NJ 07832, 908-362-0182. The Branch Manager is David Whitehead.



## Local Agents Attend Convention

Cruise Planners agents Michael and Susan Tietjen got a first hand look at the latest trends in the industry at the Cruise Planners' annual convention. The Oxford-based team joined more than 300 Cruise Planners agents for four days of intensive training and cruise-specific orientation as well as expert advice from the tour industry, travel insurance and American Express Vacations. Keynote speakers included executives from Royal Caribbean International and their sister companies, Celebrity Cruises and Azamara Cruises. Other key cruise lines participating at the meeting included Carnival Cruise Lines, Princess Cruises and NCL. The Tietjens also sailed aboard Holland America Line's ms Eurodam for two nights to Nassau and their private island - Half Moon Cay - enabling them to get first hand knowledge of the newest Holland ship. For more information about Cruise Planners, please

call Michael Tietjen, 908-453-4307 / 866-849-9605, or visit [www.cruiseplannersnwnj.com](http://www.cruiseplannersnwnj.com).

## Financial Planning Guide in Second Edition

Frank J. Eberhart CEP, RFC has announced the release of the second edition of his book, *The Procrastinator's Bible for Financial Success: Nine Essential Steps for Planning, Budgeting and Investing*. The financial planning guide has been voted best book in financial management and was a finalist for literary book of the year. It also is the recipient of Publishers Choice, Editor's Choice and Rising Star awards. Eberhart's nine essential steps are designed to help readers understand how investments work as well as how to prepare a detailed budget, cash-flow, and net-worth analysis; create a retirement budget, develop and implement an estate plan; and set concrete, realistic goals. For more information visit [www.bookworm.tv](http://www.bookworm.tv).



## More Customers Counting on Skylands Service

Skylands Community Bank in Hackettstown has detected a steady increase in the use of its coin counting machines in both branches. The machines are available free to Skylands customers and non-customers are charged a 5% service fee. While the primary users are young children, the bank reports a rise in the number of senior citizens and adults taking advantage of the service to make good use of their loose change. According to various sources, the average American household has more than \$90 in loose change in an around the home. The convenience of the coin counting machines right at the bank can encourage people to collect and save rather than spend this "found" money. Skylands is located at 176 Mountain Avenue and 24-26 Crossroads Center on Route 517 in Hackettstown.

## Christmas Tree Recycling Goes Wild

Perfect Christmas Tree Farm is hosting its 5th annual Tree Chip Day celebration, Jan 10, 2009, from 10:00 a.m. until 4:00 p.m. Visitors can recycle their real Christmas trees, tour the farm and join in a full day of educational and entertaining agritainment.

Eyes Of The Wild, a comical and educational wildlife presentation featuring common and exotic mammals begins at 11:00 a.m. A party to celebrate Smokey Bear's 65th birthday is scheduled at 2:00 p.m. A Lopatcong Volunteer Fireman and fire truck will be on hand to impress the fire safety message. Starting at noon, the Tailgate Auction will put visitors' merchandise on the auction block to sell to the highest bidder.

Daylong events include: the Wonderful Worm Exhibit explaining how Red Wiggler compost worms eat garbage and enrich the earth; tractor-drawn hayrides of the 45 acre Perfect Christmas Tree Farm and tours of the 1780's stone farmhouse, still decorated for the holidays.

Tree collection starts at 8:00 a.m. in the Perfect Christmas Tree Farm parking lot at 999 US 22, Phillipsburg. Visitors can take their tree chips home in a plastic bag, provided by Perfect Christmas Tree Farm, and use it in their garden or around their flowerbeds in spring. The chipper accepts any size real Christmas tree. All metal and plastic must be removed before bringing the tree to the farm.

Tree Chip Day is a free event. There is no charge for parking. For more information call: John or Cynthia Curtis at 908-387-1225 or 908-763-1945 or visit the website at [www.perfectchristmastree.com](http://www.perfectchristmastree.com).



## Members in the News continued

### Abilities to honor Spanns at Mardi Gras Ball



Hawk Pointe Golf Club in Washington will hold its Mardi Gras celebration on Saturday, February 21, 2009. Honorary chairs of this year's event are Max and Virgene Spann, longtime area residents, commercial realtors, auctioneers, and farmers. The festivities will

begin with a cocktail reception at 6 p.m., and will include a four-course dinner and dancing to the New Jersey-based band, Good Times. A Silent Auction will be held during the course of the evening. The event is open to all and attendees are encouraged to come in Mardi Gras costumes or black tie. New Orleans masks will be available for purchase on event night. All net proceeds from the event will benefit Abilities a non-profit, Warren County based organization that offers a variety of employment programs that promote choice, success and opportunity for the physically and developmentally disabled individuals it serves. Sponsorships, individual tickets and advertising opportunities are available now. For more information, visit Abilities' website at [www.abilitiesnw.com](http://www.abilitiesnw.com) or call 908-689-1118.

### Visiting Homemakers Hold Winterfest Celebration

The Visiting Homemaker Service of Warren County will be hosting a Winterfest Celebration at Hawk Pointe Golf Club, January 24, 2009, 12 noon to 4 p.m. Highlights of the day will include a German buffet and live music by the Waffle Band. A variety of winter ales will be available from the following breweries: Flying Fish, Otter Creek, Shipyard, Victory Stoudts, Ramstein, Winter Bourbon Cask Ale, Bud American Ale and Weinstephan. The event is \$55 per person in advance and \$65 at the door. Attendees must be 21 or older with a valid ID. For more information, call the Visiting Homemaker Service of Warren County at 908-689-4140 or visit [www.visitinghomemakerservice.org](http://www.visitinghomemakerservice.org).

## JANUARY 2009 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
			★			

- 01/02/2009 **AM BIZ**  
7:15 a.m. WCCC, Washington
- 01/07/2009 **Maximize your Membership**  
9:00 a.m. Warren County Regional Chamber of Commerce, Washington
- 01/08/2009 **Maximize your Membership**  
4:00 p.m. Warren County Regional Chamber of Commerce, Phillipsburg
- 01/28/2009 **Secrets of Success**  
11:45 a.m. Union Station Grill, Phillipsburg