

# C o m m e n t a r y

A Publication of the Warren County Regional Chamber of Commerce

Volume 9, Issue 6 June/July 2010

## Fourth of July Spirit of Americana Celebration

Sunday, July 4, 2010  
Footbridge Park in Blirstown



**Food ★ Rides ★ Crafts ★ Exhibits ★ Music**

**Sponsors and Exhibitors wanted**

**For information, contact the Warren County Convention & Visitors Bureau at 908-835-7916**

The Warren County Regional Chamber of Commerce

11 Annual



August 9, 2010

Blair Academy Golf Course  
2 Park Street, Blirstown

\$99.99 per person  
72-person limit So reserve NOW!

Openings available for players and sponsors

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

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# Letter from the President

The Warren County Regional Chamber of Commerce is proud to announce an 87% membership retention rate for 2010. What a great testimonial for those businesses that have not yet made the decision to be a part of our organization.

Throughout the years, the Chamber has continued to expand throughout the county. Members of the Board of Directors, LEADERSHIP WARREN and many of you our members have been instrumental in helping this organization continue to grow and build our programs, services and events. Over the years, the Chamber has focused on what we call “non-dues” revenue and business support programs believing that membership would follow. For the most part, this has been true and what some would call a success. Each year our organization has grown with very little work done in the way of the old traditional membership campaigns and membership solicitation. Our new members have been reaching out to us to join over the past four years. This has allowed our staff to focus on you our member, that effort I believe has brought the stronger retention rate year after year.



Over the past seven years, our organization has changed our membership investment schedule only twice, where the majority of Chambers and business organizations raise their rates every year. Their financials typically are dues heavy compared to non-dues revenue on average ratio of 60:40. The Warren County Regional Chamber of Commerce dues ratio to non-dues is typically yearly average of 30:70. As business owners you understand the importance of your products and services to meet your financial goals and that is the same mindset we have here at the Warren County Regional Chamber of Commerce.

Why is this information important to tell you? Because this year, in this economy, we believe our story needs to be told. We need to reach out to the business community and let people know why the Warren County Regional Chamber of Commerce is the “Premier Business Organization” in the area. We are an organization of choice, focused on the growth of business, an advocate on a federal, state and the local level for our membership. We are an organization that gains its strength by its membership, and with every new member, we will see our organization grow and open opportunities for all the rest.

So what am I asking of you? What is the action I want from you are member? One of three things: 1) inform the businesses around you about how the Chamber can help their business, 2) re-ignite your involvement with the Chamber by joining a committee or attending a council meeting in your area, 3) ask us how we can help you, making us an extension of your business.

If you have any questions or would like to meet with me to discuss how we can work together in strengthening your organization please feel free to contact me at [bgoltz@warrencountychamber.org](mailto:bgoltz@warrencountychamber.org) or by calling the office at 908.835.9200.

Sincerely,

Robert L. 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*

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Ron Harding, *Mallinckrodt Baker*

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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*

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Chamber of Commerce

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# Spring 2010 Fest Highlights



**MARS**  
chocolate  
north america

**Hackettstown Regional  
Medical Center**

**Mallinckrodt Baker**

**Warren**  
County Community College  
*Lean, Compassionate, Accountable*

**Skylands**  
Community Bank

## Member Affinity Programs

### Recycle Rewards

The Chamber has recently joined with 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.



Your membership with Warren County Regional Chamber of Commerce provides you with Discounts that you normally cannot get on your own. 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://stage.staplesadvantage.com/wrcc> to receive a password to access their exclusive Chamber Program web site.

### Business After Hours

Tuesday, June 1, 2010

5:00 p.m. - 7:00 p.m.

The Bank Ballroom, 2 W. Washington Ave., Washington

A Taste of Warren Hills Business After Hours is sponsored by the Warren Hills Business Council. This is a great way to network with other business professionals. Great food, great crowd, great time! Bring your business cards and build your business contacts. Call the Chamber to reserve your table at 908-835-9200.

Members: \$10 Non-members: \$15

### Maximize Your Membership

Thursday, June 17, 2010

4:00 pm - 5:30 p.m.

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

Thursday, July 22, 2010

9:00 a.m. - 10:30 a.m.

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

Come and see what Chamber membership has to offer. This one-hour orientation covers the benefits, programs and advertising opportunities to assist your business. Make the most out of your membership and take advantage of this opportunity to get the maximum exposure for your business.



Friday, June 4, 2010

Friday, July 2, 2010

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

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

AM BIZ is a year-round power networking program 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.

### Secrets of Success Luncheon A Dose of New Attitude Workshop

Wednesday, July 28, 2010

11:45 a.m. - 1:30 p.m.

Architects Golf Club  
700 Strykers Road, Phillipsburg

This foundational program exposes participants to the major factors that impact leadership effectiveness. They will learn what contributes to optimistic and pessimistic leadership attitudes. Most importantly, participants will become aware of what is required to shift their attitude so they can lead with confidence, and be a supportive energetic leader to others.

Cost: TBA

### Business Over Breakfast Overcoming the Enemies of Selling

Friday, June 11, 2010

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

Comfort Inn, Rt. 57 W, Hackettstown

What to do About "Just No Time," What to do About "Tooting Your Own Horn," What to do About "I'm not really a salesman" & What to do About the "Feast or Famine" Phenomenon. These and many other questions about overcoming the enemies of selling will be discussed by our speaker at the June Business Over Breakfast. Adam Radzik is a nationally recognized consultant who has specialized in advising companies on sales, marketing and strategic planning since 1979.

Members: \$30 Non-members: \$45

### Area Business Councils Support Local Commerce

The Warren County Regional Chamber of Commerce Business Councils provide a unique way for chamber members to make a difference in their own communities in addition to contributing to overall countywide growth and development. The Councils meet monthly at the following locations and times.

**Belvidere Council** - Second Wednesday at Chelsea at Brookfield, 1 Brookfield Court, Belvidere

**Hackettstown Area Council** - First Monday at Skylands Community Bank, 176 Mountain Ave., Hackettstown

**Phillipsburg Area Council** - Third Thursday at Warren County Regional Chamber of Commerce, 74 S. Main Street, Phillipsburg

**Warren Hills Council** - Third Wednesday at Warren County Regional Chamber of Commerce, 10 Brass Castle Road, Washington



## Webinars

**Social Media Leaps Webinar:  
Using Social Media to Market Your Local Business**  
Friday, June 11, 2010  
11:00 am - 12:00 p.m.

Don't let your local business be ignored in the social media space. Emphasize your roots in the community by embracing sites such as Yelp and Foursquare. Learn how to use these roots by registering for this webinar. Led by: John Joyce, Red Incorporated To join the webinar, <https://www.webdialogs.com/join/> . Insert the conference ID number, your name and email address. Then click "Log in". Voice Conferencing: 1-888-676-3315, Conference ID: 74018

Non-members: \$50

**Social Media Leaps Webinar:  
Become a Thought Leader in the Blogosphere**  
Friday, June 18, 2010  
11:00 am - 12:00 p.m.

Started a blog but not sure if it's successful? Join us for this webinar and learn how to be an effective blogger within your industry and find out what's necessary to push your blog to that next level. Register here. To join the webinar, follow this link <https://www.webdialogs.com/join/>. Insert the conference ID number, your name and email address. Then click "Log in". Voice Conferencing: 1-888-676-3315, Conference ID: 74018.

Non-members: \$50

**Social Media Leaps Webinar:  
Practical Applications of Social Media**  
Friday, June 18, 2010  
11:00 am - 12:00 p.m.

Practical Applications of Social Media can be used for many different things, customer service, sales, branding. Join us for this webinar to see some of the best examples of how social media is being used today and why it might be good for your company. Register here. To join the webinar, follow this link [https://www.webdialogs.com/join](https://www.webdialogs.com/join/). Insert the conference ID number, your name and email address. Then click "Log in". Voice Conferencing: 1-888-676-3315, Conference ID: 74018

Non-members: \$50

**Social Media Leaps Webinar:  
Become a Thought Leader in the Blogosphere**  
Friday, July 9, 2010  
11:00 am - 12:00 p.m.

Youtube has proved to be a valuable marketing tool for many small businesses. Join us for this webinar to learn the basics on using Youtube to promote your business, product or service. This webinar will teach users how to set up a Youtube account, Youtube channel and how to upload videos. Register here. To join the webinar, follow this link: <https://www.webdialogs.com/join/>. Insert the conference ID number, your name and email address. Then click "Log in". Voice Conferencing: 1-888-676-3315, Conference ID: 74018

Non-members: \$50



**GREEN PLUS Webinar**  
Institute for Sustainable Development

**Green Plus Informational Webinar for Interested Businesses/Non-profits**

Thursday, June 10, 2010  
3:00 p.m. - 4:00 p.m.

This webinar is for small businesses and non-profits interested in learning more about the Green Plus program and the Institute for Sustainable Development. During this webinar, you will learn: how a business can improve its bottom line by focusing on the triple bottom line, what tools and expertise the program offers small businesses and nonprofits, and how to start on to the road to Green Plus Certification. To register: <https://www1.gotomeeting.com/register/222856432>

**Green Plus Fellow to Work with Chamber Members**

Alissa Marturano, selected as one of the 13 Green Plus Sustainability Fellows, will work with the Warren County Regional Chamber and its members this summer on strengthening their triple bottom lines.

Ms. Marturano is pursuing a Master's degree in Environmental Management with a concentration in Global Environmental Change at Duke University, where she is involved in the Nicholas School Student Council in the position of treasurer. She received her Bachelor's of Science from Tufts University with majors in Biology and Environmental Science.

If you want to know more about the GreenPlus Program and meet with Ms. Marurano please contact the Chamber at [info@warrencountychamber.org](mailto:info@warrencountychamber.org). We will also be scheduling seminars on the program throughout the summer.

## Member Spotlight

### Custom Software Developer Sizes Up Client Needs to Find Solutions

To be successful in business these days, you have to have the right connections. And Tom Kelleher Consulting, Inc in Blirstown is a good place to start. Since 1994, Kelleher has been providing custom software design solutions to assist companies throughout the United States and abroad, with data integration and management.



“We build software that fits as organically into a business as it can,” Kelleher explained.

The company’s full range of services includes needs analysis, software design and development, documentation, deployment and training. Kelleher follows that up with maintenance and also can provide system upgrading and retirement. He initially works with clients to determine whether

they need a custom product, a modification of existing software or an off-the-shelf solution.

As a custom developer, Kelleher may be in the business of providing answers; but it is the questions that really fuel his enthusiasm for his work.

“Building software is like doing a crossword puzzle,” he explained. “But what is really exciting and satisfying is asking the questions.”

Before settling into the task of designing software for a client, Kelleher probes the challenges and opportunities inherent in the targeted processes. He explained that often questions not only lead to answers, but they also generate new ideas.

“It takes a lot of questions to get the whole story,” he noted. “People know their business at an intuitive level. The real insights come from talking about it.”

Kelleher said he believes that a successful outcome is based on knowledge of the

client’s daily routine and an in depth understanding of the desired end result.

“The more I understand what it feels like to be them, the better I can make the software to fit them,” he explained.

Kelleher serves clients in the healthcare, pharmaceutical, financial, education and corporate industries. He recently led a team to develop and implement a \$1.2 million web-based patient information program for an insurance provider in Australia.

Looking to the future, Kelleher said he is interested in working with the Open Data Protocol (OData). This web protocol unlocks the door to a large cache of information that has been collected and stored but has thus far been inaccessible to the public due to compatibility issues.

Although Kelleher’s clients span the globe, he is able to operate mainly out of his home base in Blirstown, which leaves some time for community involvement. He currently is helping a non-profit agency to develop project-based curriculum software for a local school.

## Members in the News

### Borealis Compounds Inc. and Mansfield Township School Join to Celebrate Earth Day

As part of its community outreach efforts, Borealis Compounds Inc. and Mansfield Township School joined together on April 22, 2010 to celebrate Earth Day’s 40<sup>th</sup> anniversary. The day began with Earth Day history; a presentation on Borealis and its products; benefits of plastics; recycling; Water for the World\* and finally

an experiment which tested the density of a various types of plastic including those produced by Borealis.

Jeryl Turner, Communications Manager, Gary Gerlach, HSE Coordinator and Gordon Graham, Technologist represented Borealis.

“Our community outreach program has helped Borealis achieve visibility as a good citizen,” said Ken Wiecek, President pro tem. “We are recognized as such because we support programs that improve the quality of life in our community. These include environmental programs, social and educational programs, children’s activities, community organizations and the like.”

Approximately 300 children and teachers attended the exhibit.



### Bank Ballroom Makes Its Debut



The ribbon flutters at the official ribbon cutting ceremony for the Bank Ballroom and catering hall, above Wachovia Bank, 2 W. Washington Avenue, Washington Borough. Building owner Mark Mulligan and his wife Kate (second and third from left) are joined by, L-R, Sandi Cerami, Executive Director of the Washington Business Improvement District, DJ Pesaniello of Wachovia Bank, Washington Mayor Scott McDonald, and Monika Hamburger, president of the WBID Board of Directors, along with scores of guests, for the festive ceremony. The Bank Ballroom is a beautifully restored catering hall and is available for small weddings and other parties, as well as for business meetings.

# WWW.VISITWARREN.COM

FESTIVALS ARTS RESTAURANTS SPORTS OUTDOOR ACTIVITIES HISTORY



## Donaldson Farms—500 Acres of Unique Farming

By Jenna DiGregorio

Donaldson Farms, right off Allen Road in Mansfield, is well prepared for summer. Open since 1906, all 500 acres of land produce many fresh fruits and vegetables available for picking and purchasing. The month of June, for example, is famous for picking strawberries. July, August, and September offer up the best fresh vegetables: asparagus, tomatoes, peppers, cucumbers, and zucchini.

The main store has a variety of foods for purchase. Frozen foods, fresh produce, cakes, and gluten-free alternatives are for sale to please the largest number of people. Also, the store is open seven days a week for convenience. The farm is open from May 1<sup>st</sup> until Thanksgiving, allowing for pumpkin picking in October, a popular tradition.

Owner Greg Donaldson, shared his possible plans for the future.

“We would like to offer canning classes and cooking classes for the customers,” he said, noting that those are things in which customers have previously shown interest. The farm also has picnic tables on



the property for customers to sit and just enjoy the summer day. It is a family-friendly place to take the children, and the staff will gladly assist with anything you need.

Other family members take care of vegetables on the farm and a large greenhouse and nursery on the property, complete with a variety of flowers.

## CVB Publishes 2010 Tourism Guide



The 2010 Warren County Convention & Visitors Bureau (CVB) Tourism Guide is now available. The guide highlights activities, events and tourism attractions throughout the county, such as historic sites, restaurants, golf courses, sports and amusements, accommodations and parks.

Special features in this year’s guide include a look at Eco-Tourism destinations that combine enjoyment with education and a visit to some county landmarks that are

listed on the National Register of Historic Places.

The Calendar of Events section provides a month by month planning guide for some of Warren County’s annual events such as the Spirit of Americana Fourth of July Celebration, The Warren County Farmers’ Fair and Hot Air Balloon Festival in August, Belvidere Victorian Days in September and the Hope Christmas Craft Market in December.

Find out the hot spots for fresh vegetables, hearty plants, plump pumpkins and fragrant fir trees in the listings of Farmers Markets and Pick-Your-Own places.

For more information on where you can get a copy of the 2010 Tourism Guide, contact the Warren County CVB at 908-835-7916 or view it online at [www.visitwarren.com](http://www.visitwarren.com).

**MOTOR MADNESS**

**PHILLIPSBURG, N.J.**

*June 5, 2010*  
**10:00 a.m. to 2:30 p.m.**  
**South Main Street, Phillipsburg**

*For information, contact the Warren County Convention & Visitors Bureau at 908-835-7916.*



### Warren County Farmers’ Markets

*Washington Borough*

Routes 31 & 57

Fridays starting June 18, 2 p.m. to 7 p.m.

*Blairstown Area*

Route 521/Stillwater Road (next to Agway)

Saturdays starting in Mid-June, 10 a.m. to 2 p.m.

*Hackettstown*

225 W. Stiger Street

Saturdays starting in Mid-June, 10 a.m. to 2 p.m.

*Hackettstown Downtown*

Parking lot next to Stella G’s

Mondays starting June 21, 2 p.m. to 7 p.m.

# LEGISLATIVE UPDATE



## Chamber Supports Education Reform Initiative

The Warren County Regional Chamber of Commerce has joined with other business and community leaders in support of the New Jersey Department of Education's proposal for the "Race to the Top" competition. The initiative, sponsored by the U.S. Department of Education, will put New Jersey in the running for a large monetary reward that can be used to implement the state's Education Reform Plan.

The proposal encompasses the state DOE's plan to refine and clarify academic standards, improve assessment tools and develop effective tracking and performance measurement tools for students and teachers. It includes provisions for rewarding positive outcomes, establishing a career ladder for teachers, increasing support for struggling schools and providing incentives for non-traditional educational institutions.

"The Warren County Regional Chamber of Commerce works for businesses and in order for our businesses to be successful, we need competent skilled employees who can respond to the challenges of technology and progress," said Chamber President and CEO Robert Goltz. "This proposal points our education system in the right direction and we are happy to lend our support."

For more information on New Jersey's Race to the Top proposal, visit: <http://www.state.nj.us/education/arra/grants/rttt/round2/index.html> or contact the Chamber at [info@warrencountychamber.org](mailto:info@warrencountychamber.org).

## Legislative & Government Affairs

The following reflects the position of the Chamber on current legislation

### Federal Legislation

**Health Care Timelines:** The Chamber will be posting updates on the Healthcare Legislation and how it affects business on our website.

### State Legislation

**S1813/A2627:** Reduces unemployment benefits and employer unemployment taxes. (**Chamber supports**)

**S766/A1702:** Permits direct shipping of wine to New Jersey consumers; permits in-State wineries to ship to other states. Scheduled for vote on June 10, 2010 (**Chamber Supports**)

## Warren County Businesses Get New Voice

The Warren County Regional Chamber of Commerce will be sponsoring a Legislative Website geared at providing information, fostering support, and opening up a channel for feedback for Federal, State and Local legislation that affects the business communities of Warren County.

The site provides links to key issues, community initiatives and voter resources. It features the latest news as well as a venue for voters to express their opinions on current issues affecting business.

Visitors also can keep in touch with what is going on with the Warren County Chamber's Government & Legislative Committee.

[www.warrensbusinessvoice.com](http://www.warrensbusinessvoice.com)

will go live in June 2010

*Put your ad alongside information  
that your colleagues and customers  
NEED and WANT to know.*

## Commentary offers

- High Visibility
- Affordable Rates
- A Variety of Ad Sizes and Positions
- Access to 1000+ Readers

The deadline for space reservations is the 10th of the month prior to the publication month.

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

## LEADERSHIP WARREN 2010 Class to Graduate



The 2009/2010 LEADERSHIP WARREN Class graduation has been set for Thursday, June 24, 2010 from 11:30 a.m. to 1:30 p.m. at Hawk Pointe Golf & Country Club, 294 State Route 31 N, Washington.

Members of the graduating class are pictured above (from left) Kimberley Uhlig; Diane Holusha-Wheeler of Hackettstown Regional Medical Center; Sandi Cerami of the Washington Borough Business Improvement District; Mark Gallagher of the Wound Healing Center-Hackettstown Regional Medical Center; and Lori R. Page of Team Capital Bank in Phillipsburg;

To register, please contact the Chamber at [rsvp@warrencountychamber.org](mailto:rsvp@warrencountychamber.org). The cost for Chamber members is \$30.

## Applications Now Available for 2010/2011 Class

The Warren County Regional Chamber of Commerce is accepting applications for the 2010/2011 LEADERSHIP WARREN Class which will convene 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 at (908) 835-9200, by email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org) or visit [www.warrencountychamber.org](http://www.warrencountychamber.org).



## STRENGTH IN NUMBERS

Build business muscle. Join the Chamber!



WARREN COUNTY REGIONAL  
CHAMBER OF COMMERCE

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# Economic Development



## New Mountain to Acquire Mallinckrodt Baker

An affiliate of New Mountain Capital, LLC (NMC) has entered into a definitive agreement to acquire Mallinckrodt Baker, Inc. (MBI) from Covidien. Located in Phillipsburg, MBI is a leading global manufacturer and supplier of high purity chemicals used in the laboratory, pharmaceutical and microelectronics industries. Its product line consists of over 12,000 products sold to research and development laboratories and manufacturers of pharmaceuticals, semiconductor chips, solar cells and flat panel displays.

New Mountain is providing MBI with significant financial and strategic resources to support future growth initiatives which include expansion of its activities in current end markets as well as acquisitions.

“We are very excited at the prospect of entering into this partnership with New Mountain,” said Ron Harding, President of MBI. “This transaction will create an exciting opportunity for MBI to pursue growth initiatives as an independent company, and with no third party debt as of the transaction’s close, we will have strong capital and operating resources. We believe that New Mountain shares our vision and will be a valued partner in continuing our growth and enhancing the service and value we provide to our customers.”

## WCEDC Offers Promotional Opportunities in Second Issue of Economic Development Magazine

The Warren County Economic Development Corporation (WCEDC) is partnering once again with Regional Publications to produce the second issue of its Economic Development magazine, a publication designed to promote the county’s many resources and to attract and retain businesses, services and tourism entities.

This full-color issue will include editorial related to growth, development, lifestyle and business initiatives and will be distributed to site developers and business prospects as well as circulated at Chamber events. It also will be made available to advertisers as a marketing tool.

A representative of Regional Publications will be contacting area businesses with advertising opportunities in the Economic Development magazine. Four sizes of ads are offered with editorial incentives linked to the purchase of full or half page ads. Regional Publications also is available to assist with ad design.

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

**Are You Linked in...**  
to one of the Business Professional Networks in  
Warren County?  
**Sign up Today!**

### Belvidere

[http://www.linkedin.com/groups?gid=2445212&trk=myg\\_ugrp\\_ovr](http://www.linkedin.com/groups?gid=2445212&trk=myg_ugrp_ovr)

### Blairstown

[http://www.linkedin.com/groups?gid=2445202&trk=myg\\_ugrp\\_ovr](http://www.linkedin.com/groups?gid=2445202&trk=myg_ugrp_ovr)

### Hackettstown

[http://www.linkedin.com/groups?gid=2441806&trk=myg\\_ugrp\\_ovr](http://www.linkedin.com/groups?gid=2441806&trk=myg_ugrp_ovr)

### Hope

[http://www.linkedin.com/groups?gid=2445206&trk=myg\\_ugrp\\_ovr](http://www.linkedin.com/groups?gid=2445206&trk=myg_ugrp_ovr)

### Phillipsburg

[http://www.linkedin.com/groups?gid=2441486&trk=myg\\_ugrp\\_ovr](http://www.linkedin.com/groups?gid=2441486&trk=myg_ugrp_ovr)

### Washington

[http://www.linkedin.com/groups?gid=2445209&trk=myg\\_ugrp\\_ovr](http://www.linkedin.com/groups?gid=2445209&trk=myg_ugrp_ovr)

This is a free forum to exchange ideas, share information, promote events and make contacts. It is open to anyone whose offices are located in the municipalities mentioned above.

**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)**



## Summer Council Networking Lunches

The Warren County Regional Chamber will be holding five networking lunches through the summer. These lunches will focus on the business communities our councils service. We will be inviting business people from the area to attend. We will be providing a modest lunch and some booths to showcase some of our member businesses. We are planning to hold each event in the middle of the downtown areas. Each event will run 11:00 AM—1:00 PM.

Media Sponsor: \$250.00

- Logo on all marketing materials of event for specified council area
- Ability to place marketing materials in mailer for specified council event
- Complimentary space at three of the five networking lunches to promote your business

Council Sponsor: \$100.00

- Logo on all marketing materials for event for specified council area
- Complimentary space at two of the five networking lunches

Table Sponsor: \$25.00 (10 available per/lunch)

- Space at the event to have a table/display

Please choose the events you would like to be involved in:

Council Areas/Dates:

- Belvidere/Hope - Wednesday, July 7, 2010
- Hackettstown - Wednesday, August 25, 2010 (Looking for Host Facility)
- North Warren - Wednesday, August 11, 2010 (Looking for Host Facility)
- Phillipsburg - Wednesday, June 23, 2010
- Warren Hills - Wednesday, July 21, 2010

Business: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Media Sponsor     Council Sponsor     Table Sponsor

I will volunteer to help in phone calling businesses for the event

# SENIOR EXPO



GETTING CONNECTED

Saturday, October 23, 2010  
 Warren County Technical School  
 1500 State Route 57 W, Washington

Exhibitor space and sponsorships  
 available

For information, contact the Warren County  
 Regional Chamber of Commerce at  
[info@warrencountychamber.org](mailto:info@warrencountychamber.org)

*Do you know an individual or  
 company that provides outstanding  
 service to their customers or the  
 community?*

**The Warren County Regional Chamber  
 of Commerce soon will be accepting  
 nominations for the 2010 Warren  
 County Business Awards which will  
 take place in October.**

**For more information, contact the Chamber  
 at [info@warrencountychamber.org](mailto:info@warrencountychamber.org)**

## June/July 2010 Schedule of Events

SUN	MON	TUE	WED	THU	FRI	SAT	
		1	2	3	4	5	06/01/2010 Business After Hours 3:00 p.m. The Bank Ballroom Washington
6	7	8	9	10	11	12	06/04/2010 AM BIZ 7:15 a.m. Warren County Regional Chamber of Commerce Washington
13	14	15	16	17	18	19	06/05/2010 Main Street Motor Madness 10:00 a.m. South Main Street Phillipsburg
20	21	22	23	24	25	26	06/11/2010 Business Over Breakfast 7:45 a.m. Comfort Inn Hackettstown
27	28	29	30	July 1	2	3	06/23/2010 Summer Council Networking Lunch 11:00 a.m. Phillipsburg
4	5	6	7	8	9	10	07/02/2010 AM BIZ 7:15 a.m. Warren County Regional Chamber of Commerce Washington
11	12	13	14	15	16	17	07/04/2010 Spirit of Americana 11:00 a.m. Footbridge Park Blairstown
18	19	20	21	22	23	24	07/07/2010 Summer Council Networking Lunch 11:00 a.m. Belvidere/Hope
25	26	27	28	29	30	31	07/21/2010 Summer Council Networking Lunch 11:00 a.m. Warren Hills