

# C o m m e n t a r y

A Publication of the Warren County Regional Chamber of Commerce

Volume 8, Issue 10 Nov/Dec 2009

Warren County Regional  
Chamber of Commerce

## Annual Holiday Party

Thursday, December 10, 2009

5 p.m.

The Inn at Panther Valley  
1627 County Road 517, Hackettstown

Silent Auction • Door Prizes  
Hot and Cold Hors d'Oeuvres • Cash Bar

Sponsorships available

For information and reservations contact the  
Chamber at 908-835-9200

**Skylands**  
Community Bank



## Holiday Open House

Thursday  
December 17, 2009  
4 p.m. to 7 p.m.

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

**Food • Door Prizes**



of Hunterdon County

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# Letter from the President



## Get A Return on Your Investment

Two months left in 2009 and I ask the question: "What have you done to change your company, profession or job?" Have you taken your company into the social media scene of Facebook, LinkedIn, Twitter or any of the many other platforms out there? Have you invested in your staff and/or yourself by taking advantage of new customer service classes, computer courses, or marketing programs? Or are you one of the many who have invested your time in rebuilding and strengthening your network?

I am amazed at the number of our members who are utilizing their Chamber membership on a monthly and sometimes weekly basis for all the things I have mentioned above - and more. We have seen an increase in our business consulting on marketing, social networking and advertising. AM BIZ continues to grow stronger and the positive business outlook I hear monthly from those participating reinforces the belief that networking builds stronger businesses. We have "Sold Out" all of our computer training classes for the fourth quarter.

The Chamber is working hard to provide our members these services and much, much more, offering you a true return on your investment that no other organization in Warren County can provide. Are you taking advantage of what we have to offer? Training, Advertising, Networking Opportunities, Sponsorship Opportunities, Discount Supplier Programs, Consulting, Rental of Business Equipment, and more. Many of these programs and services are free to our members.

You made an investment in your business by joining the Warren County Regional Chamber of Commerce. Now make your membership work harder for you. Call or email the Chamber and get the return on you investment, you deserve.

Robert Goltz, IOM



## Warren County Regional Chamber of Commerce Annual Meeting

Sponsorships Available

For information contact the Chamber at 908-835-9200

### 2009 BOARD OF DIRECTORS

#### Chairperson of the Board

Ron Harding, *Mallinckrodt Baker*

#### Vice Chair

Nancy Ann Post, *Unity 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

John Abromitis, *Courter, Kobert & Cohen*

Gregory Ackerson, *Blue Ridge Lumber*

Debra Bowlby, *Pinpoint Graphics*

Marian Bredin, *Good Impressions*

Samir Elbassiouny  
*Warren County Community College Foundation*

Monika Hamburger  
*ComForcare Senior Services*

Andrea Kirchuk, *Computer Images Web*

Sheila Lobel, *Good as Gold K9, LLC*

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*

Stephanie Rummerfield, *Membership Manager*

Eileen Seiler, *Communication Director*

Steve Kesely, *Customer Service, Phillipsburg*

Lois Evarts, *Customer Service, Washington*

Robert Matteo, Jr., *Membership Intern*

Ph: 908-835-9200 • Fax: 908-835-9296

Email: [info@warrencountychamber.org](mailto:info@warrencountychamber.org)

[www.warrencountychamber.org](http://www.warrencountychamber.org)

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November 6 & December 4, 2009  
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.



## Microsoft Word - Level II

November 4 & 5, 2009 - **SOLD OUT**  
9:00 a.m. to 1:00 p.m.  
Warren County Regional Chamber of Commerce  
10 Brass Castle Rd., Washington

Participants will be introduced to the basic operations and more advanced elements of Microsoft Word including how to: Enter hidden text into a document; Adjust character spacing in a document; Create a multiple-section document; Reveal and clear formatting in a document; Create newsletter-style columns in a document; Produce a report; Insert a hyperlink into a document; and more.

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

November 4, 2009  
4:00 p.m. - 5:00 p.m.  
Warren County Regional  
Chamber of Commerce  
10 Brass Castle Rd.  
Washington

## Maximize Your Membership

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

## Microsoft Excel - Level II

November 11 & 12, 2009 - **SOLD OUT**  
December 2 & 3, 2009 - **SOLD OUT**  
9:00 a.m. to 1:00 p.m.  
Warren County Regional Chamber of Commerce  
10 Brass Castle Rd., Washington

This 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. 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 and understand financial functions; Link worksheets within a workbook; Add pictures and diagrams to worksheets; Insert a hyperlink into a worksheet; Insert comments into a worksheet and more.

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

## New Certified Fiber Optics Training Course

For CFOT, CFOS/T and CFOS/S  
certifications.

Begins November 16, 2009

View a description of the full course at  
Continuing Education at [www.warren.edu](http://www.warren.edu)



For more information or to enroll, contact Maija Amaro, Workforce & Industry Training Specialist at 908-835-4029 or by email at [mamaro@warren.edu](mailto:mamaro@warren.edu).

## Women in Business

December 11, 2009  
3:00 p.m. - 5:00 p.m.  
Computer Images Web  
39 West Stuart St., Washington

### Holiday Tea

Come and join community business women, colleagues and friends for an afternoon of networking with a holiday theme.

Register by December 4, 2009 by contacting the Chamber at 908-835-9200.

Cost: \$25

### FALL NETWORKING EVENT



### Creating the Best Rest of Your Life

Wednesday, November 4, 2009

6:00 p.m.

First Hope Bank, 201 State Route 94, Columbia

*Develop an action plan for personal and professional fulfillment*

Begins with a 30 minute networking reception

Sponsored by:



### Business After Hours

Wednesday, November 18, 2009

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

Team Capital Bank

190 Roseberry Street, Phillipsburg



Join the staff and clients of

**TeamCapitalBank**

as they celebrate over one year of service in the Phillipsburg branch office.

**Enjoy food and refreshments while networking with local businesses**

Pre-registration is appreciated.

Please call the Warren County Regional Chamber of Commerce at 908-835-9200.



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# Member Spotlight

## Donaldson Farms—500 Acres of Unique Farming

By Jenna DiGregorio

Donaldson Farms, on Allen Road in Mansfield, has been in business since 1906. All 500 acres of land have 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.

Recently, Donaldson's assisted with the annual Halloween festival for M&M Mars and hosted a food and farm Open House, that drew 600 attendees. 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.

# New Members

## A1 Bail 4 U

102B East Washington Ave.  
Washington, NJ 07882  
Phone: (570) 656-6102  
Web: [www.a1bail4u.com](http://www.a1bail4u.com)  
Contact: Dee Curran  
*Bail Services/Private Investigator*

## Loving Care Agency

254 Mountain Ave., Suite 3 Bldg. A  
Hackettstown, NJ 07840  
Phone: (908) 979-1803  
Fax: (908) 879-1807  
Email: [vkuehner@lovingcareagency.com](mailto:vkuehner@lovingcareagency.com)  
Web: [www.lovingcareagency.com](http://www.lovingcareagency.com)  
Contact: Valerie Kuehner  
*Health Care-Home Health Care Services & Supplies*

## New York Life / Krause

420 Lexington Avenue, 15th Floor  
New York, NY 10170  
Phone: (908) 459-0590  
Email: [lskrause@ft.newyorklife.com](mailto:lskrause@ft.newyorklife.com)  
Web: [www.newyorklife.com](http://www.newyorklife.com)  
Contact: Lisa Krause  
*Financial/Insurance Services*

## SJG Computer Associates

55 Bennington Square  
Hackettstown, NJ 07840  
Phone: (908) 852-4266  
Email: [scot@scotfixespcs.com](mailto:scot@scotfixespcs.com)  
Web: [www.scotfixespcs.com](http://www.scotfixespcs.com)  
Contact: Scott Gerardi  
*Computer Service*

## A Special Thanks

The staff of Home Instead Senior Care would like to take this opportunity to thank all who participated in Jumpstart's Read for the Record, on October 8, 2009. Our office gave out 150 complimentary books, in Warren and Hunterdon Counties, of Eric Carle's classic, "The Very Hungry Caterpillar". Together throughout the United States we read to more than ONE MILLION children, breaking Jumpstarts world record once again.

Thank You,  
Lucy Hurley  
Community Service Representative  
Home Instead Senior Care  
908-835-1400

# Members in the News

## The House of the Good Shepherd Holds Skilled Nursing Center Rededication

The newly renovated Skilled Nursing Center at the House of the Good Shepherd Continuing Care Retirement Community was rededicated in a ceremony on September 27. The Right Reverend Mark M. Beckwith, Bishop of the Diocese of Newark gave his special blessing to officially mark the occasion. Residents, family, staff and friends of The House gathered for the ceremony, which also included board members, clergy and other special guests.

The dining room and recreation areas have been dramatically upgraded and remodeled in bright fresh colors. Resident rooms have a fresh look, with newly redecorated features such as flat screen TVs and other modern conveniences.

The Skilled Nursing Center provides long term nursing care, including memory support, subacute short term recovery and/or rehabilitation, physical therapy, occupational therapy, speech therapy and hospice, based on an individual's needs.



To schedule a visit to the newly remodeled Skilled Nursing Center or for more information, call Mary Collani, Director of Admissions and Marketing at 908-684-5927 or visit [www.hotgs.org](http://www.hotgs.org).

## What's New

The Members In the News section of Commentary offers Warren County Regional Chamber of Commerce members an opportunity to highlight information on their businesses or organizations.

Please send press releases and related photos (in jpeg format) to [info@warrencountychamber.org](mailto:info@warrencountychamber.org). For more information, call the Chamber office at 908-835-9200.

## Grand Opening & Ribbon Cutting



Monday, November 2, 2009  
12:00 Noon

### A-1 Bail 4 U

Community Oriented, Recovery Services & Private Investigator  
102B West Washington Ave., Washington

Join the Warren County Regional Chamber of Commerce and members of the business community as we welcome A-1 Bail 4 U to the area

Food • Refreshments • Information

For information, contact the Warren County Economic Development Corporation at 908-835-9200



## Business Award Winners Honored

In the company of family, friends, colleagues, elected officials and Warren County Regional Chamber of Commerce members, the winners of the 2009 Warren County Business Awards were recognized during a dinner on October 15, 2009 at Panther Valley Golf & Country Club in Allamuchy.

"I am honored and delighted," commented Brian Kathenes of Progressive Business Concepts who was named the 2009 Business Person of the year. Kathenes thanked everyone for the award and encouraged the business community to be a catalyst in turning the economy around. "It is the small business that will make the difference," he noted.



Business Person of the Year, Brian Kathenes

Awards were presented in six other categories. Ron Fischer of Redemption Processing Representatives, Inc. won the Entrepreneurial Award. The Tourism Award went to "A Day Out with Thomas," sponsored by Delaware River Railroad Excursions and New York Susquehanna & Western Technical & Historical Society. Kathleen Doherty received the Special Recognition Award. The Agriculture Award was given to the Washington Borough Farmers Market, sponsored by the Washington Business Improvement District. Phillipsburg developer Joe Capozza won the Reinvestment Award and the County Service Award was presented to Visiting Homemaker Service of Warren County.

Warren County Chamber of Commerce President and CEO Robert Goltz outlined the accomplishments of the Chamber over the past year with respect to economic and legislative issues. He said that investments made by the Warren County Economic Development Corporation and Warren County Convention & Visitors Bureau are beginning to pay off with increased tourism dollars and developer interest.

The Warren County Business Awards are a program of the Warren County Economic Development Corporation in conjunction with the support of the Warren County Board of Chosen Freeholders. The awards are open to all businesses and individuals working in Warren County, regardless of Chamber affiliation.

## Webinar Series Offers Cost-Effective Training Solutions

Are you are looking for ways to grow your business, trim your costs, increase your advantages or enhance productivity, but don't have time in your schedule to attend off-site seminars?

The Warren County Regional Chamber of Commerce Webinar series offers access to convenient and cost-effective solutions that will allow you to take advantage of the most current business strategies and techniques in the comfort of your own workplace.

Learn about prospecting, turning leads into sales, improving communications skills, workforce reduction management, and business development strategies for a variety of professions.

Log on to [www.warrencountychamber.org/webinars.asp](http://www.warrencountychamber.org/webinars.asp), choose the webinar you would like to participate in and click on register. Each hour-long seminar costs \$99.

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## 6th Annual Senior Expo a Success



The 6th Annual Senior Expo held October 24 at Warren County Technical School in Washington had something for everyone. More than 40 exhibitors and crafters displayed their products and services. Attendees were treated to a presentation on the Titanic and participated in informative seminars on health and lifestyle issues. Warren Hospital and Hackettstown Regional Medical Center provided free screenings. Mary Robinson of Columbia won first place in the Senior Art Contest for her oil pastel painting, entitled *Cedar Lake*. Visitors were able to purchase lunch and sample some other goodies at the Angelfood table.



## LEADERSHIP WARREN Youth Program Off to an Enthusiastic Start

The 2009 LEADERSHIP WARREN Youth program is underway with 25 high school juniors representing all of the public school districts in Warren County. The program was kicked off on October 12 with a full-day team-building session at Camp Bernie.

Subsequent sessions include Education and Career Development, the Justice System, Tourism, Community and Business and Economic Development.

A graduation ceremony is planned for December 2, 2009 at which time one of the class members will be awarded a \$500 scholarship to use toward continuing education.

This year's LEADERSHIP WARREN Youth Program is sponsored by Mallinckrodt Baker, Warren County Community College and Abilities of Northwest New Jersey.

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



## November/December 2009 Schedule of Events

SUN	MON	TUE	WED	THU	FRI	SAT	
1	2	3	4	5	6	7	11/01/2009 1:30 p.m. HallowFest Parade Downtown Phillipsburg & Easton
8	9	10	11	12	13	14	11/02/2009 12 Noon Grand Opening & Ribbon Cutting A1 Bail 4 U, Washington
15	16	17	18	19	20	21	11/04/2009 4:00 p.m. Maximize Your Membership Warren County Regional Chamber of Commerce, Washington
22	23	24	25	26	27	28	11.04.2009 6:00 p.m. Fall Networking Event First Hope Bank, Blairstown
29	30	December 1	2	3	4	5	11/06/2009 7:15 a.m. AM BIZ Warren County Community College, Washington
6	7	8	9	10	11	12	11/18/2009 5:00 p.m. Business After Hours Team Capital Bank, Phillipsburg
13	14	15	16	17	18	19	12/04/2009 7:15 a.m. AM BIZ Warren County Community College, Washington
20	21	22	23	24	25	26	12/10/2009 5:00 p.m. Chamber Holiday Party Inn at Panther Valley, Hackettstown
27	28	29	30	31			12/11/2009 3:00 p.m. Women in Business Holiday Tea Computer Images Web, Washington
							12/17/2009 4:00 p.m. Holiday Open House Warren County Regional Chamber of Commerce, Phillipsburg