

# C o m m e n t a r y

A Publication of the Warren County Regional Chamber of Commerce

Volume 8, Issue 9 October 2009



Join us for the 31<sup>st</sup> Annual  
Warren County Business  
Awards Dinner

Thursday, October 15, 2009  
6:00 p.m.

Panther Valley Golf & Country Club  
1 Forest Dr., Allamuchy  
\$60 per person



CenturyLink **TeamCapitalBank**

## *And the 2009 Warren County Business Award Winners are...*

### **Business Person of the Year**

*Brian Kathenes, Progressive Business Concepts*

### **Entrepreneurial Award**

*Ron Fischer, Redemption Processing Representatives*

### **Reinvestment Award**

*Joe Capozza, Hi Qu Italian American Stone Corporation*

### **County Service Award**

*Visiting Homemaker Service of Warren County*

### **Agriculture Award**

*Washington Borough Farmers Market*

### **Tourism Award**

*"A Day Out with Thomas"*

### **Special Recognition Award**

*Kathleen Doherty*

2nd Annual

## **HallowFest Parade**

November 1, 2009

1:00 p.m.

Downtown Phillipsburg & Easton

Prizes for

Best Costume • Best Band • Best Float and more

Sponsors and participants needed

Call the Chamber at 908-835-9200 for information

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**TeamCapitalBank**  
Mallinckrodt Baker



**Warren**  
County Community College

# Letter from the President



There is something for everyone in October - just look at our event line-up. The Chamber, Convention and Visitors Bureau and LEADERSHIP WARREN program have been busy getting ready for our own type of October fest in 2009. This month we have not one, not two, but five large events included with our monthly programming.

The 31<sup>st</sup> Annual Warren County Business Awards on Thursday, October 15<sup>th</sup> celebrates those individuals and organizations that have brought success to Warren County. This celebration encompasses people from across the counties that are leaders in their businesses and their communities. We invite you to come out and network with those individuals being recognized and others business leaders from around the county.

Have a motorcycle and want to see the beauty that is Warren County? Join us for our first Warren County Fall Foliage Poker Run. This ride starts at Tramontin Harley Davidson in Hope, NJ and takes you through northern Warren County down to Phillipsburg, NJ. The ride looks to be a beautiful afternoon with the fall leaves in full color and a breathtaking look at Warren County. Proceeds for this event go to the LEADERSHIP WARREN Youth Scholarship Fund.

Planning your future or the future of your older loved ones? The 6<sup>th</sup> Annual Senior Expo will be held on Saturday, October 24<sup>th</sup> at the Warren County Technical School. This event continues to be a one-stop shop for care and planning for those 55+ active adults and their caregivers. This year we have expanded our Senior Craft Show and will have many of the answers you are seeking in planning and preparing to make your life easier.

Marriage, Murder and Mayhem is this year's theme for the Dead Man's Party on Friday, October 30<sup>th</sup> at Bello Giorno in Belvidere. It is a wedding reception to end all weddings and my wife and I would be privileged to have you as our guest, dead or alive. Why should the kids have all the fun? Join us for this entertaining night to remember, benefiting the LEADERSHIP WARREN program.

The holidays are kicked off on Main Street in Phillipsburg with the Hallowfest Parade on Sunday, November 1<sup>st</sup>. This is a great way to promote your business, organization or social group to the Phillipsburg and the Easton communities. Not the parade type? Then come out and watch all the fun festivities with your family. The parade starts at 1:00 p.m.

These are just some of the major events for October. Check out our calendar for more information. I want to thank all the committee members, staff and sponsors for supporting our Chamber's October fest!

Robert Goltz, IOM

**ishopWarrenCounty.com**

Save Time,  
**Free COUPONS!**

Save Gas,  
Save Money!

## 2009 BOARD OF DIRECTORS

### Chairperson of the Board

Ron Harding, *Mallinckrodt Baker*

### Vice Chair

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*Hackettstown Regional Medical Center*

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*Warren County Community College*

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John Sommer, *Centenary College*

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Glenn Tippy, *GBW Insurance*

## CHAMBER STAFF

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Crystal Coomer, *Customer Service, Washington*

Lois Evarts, *Customer Service, Washington*

Steve Kesely, *Customer Service, Phillipsburg*

Robert Matteo, Jr., *Membership Intern*

Stephanie Rummerfield, *Membership Manager*

Eileen Seiler, *Communication Director*

Ph: 908-835-9200 • Fax: 908-835-9296

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

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

Robert L. Goltz, Publisher  
Produced by Warren County Regional  
Chamber of Commerce

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**OFF TO A GOOD START...**  
 members of the 2009  
**LEADERSHIP WARREN (LW)**  
 Class received a warm welcome  
 from program alumni and trustees  
 at a reception held September 23 at  
 the Hotel Belvidere.



Top: (from left) Class members Kimberley Uhlig;  
 Diane Holusha-Wheeler, Hackettstown Regional  
 Medical Center (HRMC); Sandi Cerami,  
 Washington BID; Mark Gallagher, HRMC  
 Wound Healing Center; and Lori Page, Team  
 Capital Bank.

Center Right: LW alumni Tracy Fazzolari  
 and Uhlig.

Bottom Right : (from left) LW alumni Tom  
 Marshall, Page, Cerami and LW Board of  
 Trustees member, Eric Kaiser.



# Save the Date



*Warren County  
 Regional Chamber of  
 Commerce*

## Holiday Party

*December 10, 2009  
 5 p.m.*



*Warren County  
 Regional Chamber of  
 Commerce  
 Phillipsburg Office*

## Holiday Open House

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

*74 S. Main St.,  
 Phillipsburg*

## Web Stats - Making It Count

The Warren County Regional Chamber of Commerce offers a variety of high visibility Internet promotional opportunities for business. The Chamber and Convention and Visitors Bureau (CVB) websites provide a venue for news, event listings and advertising. Our Social Networks enable you to share ideas, resources and business information. The free *iShop Warren County* business-to-consumer website makes sure potential customers are choosing your local products and services. If you currently are listed on *iShop Warren County*, please make sure you review your listing periodically and add coupons for more impact.

**Following are the visitor statistics for August 2009**

### Websites:

Warren County Regional Chamber of Commerce - 9,208 Unique Visits  
 Warren County Convention & Visitors Bureau - 15,162 Unique Visits

### Social Networks:



75 Members



9 Fans



11

### iShop Warren County Top Ten by Listing Reviews:

Company Name	Listing Reviews	Website Clicks	Top-Side bar ad
Charlie Brown's Steakhouse Hackettstown	213	13	97
Blairstown Animal Hospital	144	6	103
Blue Ridge Lumber Company	140	12	86
Rita's Italian Ice/Stewartsville	135	15	38
Cartridge World - Phillipsburg	112	13	61
Johnson Dodge Chrysler Jeep Inc.	110	11	87
Laughing Lion	103	6	53
Ascenza Wellness Center	98	11	64
First Hope Bank	86	12	73
World Ventures	80	14	46

## 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).



October 2, 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.



**Warren**  
County Community College

## Microsoft Word - Level II (Part I)

October 14, 2009  
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.

October 7, 2009  
4:00 p.m. - 5:00 p.m.  
Warren County Regional  
Chamber of Commerce  
10 Brass Castle Rd.  
Washington

## Maximize Your Membership

October 8, 2009  
9:00 a.m. to 10:00 a.m.  
Warren County Regional Chamber of Commerce  
74 South Main St. 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 [info@warrencountychamber.org](mailto:info@warrencountychamber.org).

## Microsoft Excel - Level II (Part I)

October 27, 2009  
9:00 a.m. to 1:00 p.m.  
Warren County Regional Chamber of Commerce  
Phillipsburg office  
74 S. Main St., Phillipsburg

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.

## Business Over Breakfast

October 9, 2009  
7:45 a.m. - 9:00 a.m.  
Warren County Regional Chamber of Commerce  
74 S. Main St., Phillipsburg

### H1N1- Preparation for the Business Community

Come out and hear how the H1N1 can affect your business and what you can do to minimize the risk. Speakers from the Warren County Health Department and the Chamber will provide tips and a manual on helping your business prepare for this virus

Members: \$5    Non-members: \$10

## Secrets of Success

October 28, 2009  
11:45 a.m. - 1:00 p.m.  
Charlie Brown's Steakhouse  
109 Grand Ave., Hackettstown

### Extreme Communications

This session incorporates some NLP techniques that people can use to communicate more effectively with those around them. It's very interactive, fast paced, and fun for all participants.

Members: \$20    Non-members: \$30

# October Events



## Warren County Fall Foliage Poker Run

Registration: 11:00 a.m. to 1:00 p.m.  
at Tramontin Harley-Davidson, Exit 12 off of Route 80 in Hope  
Ride begins at 2:00 p.m. at Tramontin and ends at Union Street Parking Lot in Phillipsburg

**Food and Entertainment until 5p.m.**

**Free T-shirt for first 100 registrants.**

\$25 per rider • \$15 per passenger

Sponsorships available



**Mallinckrodt Baker**

## 6th Annual Senior Expo

October 24, 2009  
10 a.m.



Warren County Technical School  
1500 Route 57, Washington

**Exhibitors • Crafts • Entertainment  
Refreshments • Free Screenings  
Art Show • Informational Seminars**

For information, call the Chamber at 908-835-9200.



**Forest Manor HCC**

**Mallinckrodt Baker**

Also sponsored by  
Bank of America • Compassionate Care Hospice • The House of  
the Good Shepherd • Phone-4-Help Medical Alarms • Safe Step  
Tub by CKH • ShopRite of Hunterdon County



6:00 p.m. to 10:00 p.m.  
Bello Giorno • Route. 46, Belvidere

**Buffet Dinner • Cash Bar**

Tickets: \$45

(only 100 tickets available)

Proceeds will benefit LEADERSHIP WARREN

Sponsored by

**TeamCapitalBank**

and the

United Way of Warren County



# Member Spotlight

## Mattar's Bistro: New Look, Same Quality

By Jenna DiGregorio

Open since 1984, Mattar's Bistro of Allamuchy, NJ has recently changed the look of the interior of the restaurant. Restaurant owner, Mattar, decided that they should try to attract a larger and more diverse group of people.

With the support of employees (a few of whom are family members) Mattar opted to create a younger, fresher feel. The dining area now is open and more modern and has an atmosphere that makes it "feel more casual." He says that, since the remodel, the Bistro seems to draw in a younger crowd.

Besides the interior remodel, Mattar is excited about the addition of a new outdoor patio, which can hold up to 70 guests and offers the entire menu. Mattar's Bistro also has a Happy Hour from 3-6 p.m. every

Monday through Friday, complete with different kinds of wines and beers.

"We usually see a mixed group for Happy Hour," Mattar said.

Recently, Mattar's Bistro started having a regular comedy night. "It's just something different," said Mattar. "It is good to get people to laugh."

He said that being a member of the Warren County Regional Chamber of Commerce has advantages for the Bistro.

"It's good to be part of the group," Mattar said. "It is hard to reach people sometimes."

With a new, modern look, a broader menu, and affordable prices, Mattar's remains one of the most popular eateries in town.

# Members in the News

## HNT Opens Weight Management Clinic

Health and Nutrition Technology (HNT) has established a health and weight management clinic in Mount Olive, serving Northern New Jersey in Morris & Warren Counties..

HNT's program combines a low calorie diet with intensive lifestyle counseling. All patients are medically screened by supervising physician Dr. Anthony G. Miccio to achieve safe, rapid and effective weight loss in 20 weeks and keep 80% off after a year.

Less obesity can lead to a decrease in diabetes, heart disease, arthritis and more. To learn more about HNT contact Karen O'Connor, Program Director or visit HNT's website at [www.myhealthone.com](http://www.myhealthone.com).



Dr. Anthony G. Miccio and HNT Program Director Karen O'Connor

## Basket Tricky Tray to Benefit Programs for the Disabled

Abilities of Northwest Jersey, Inc. will be hosting the 12th annual Basket/Pottery TrickyTray featuring past Collector and new Longaberger products on Friday, October 16th at 264 Rt. 31 North, Washington.

Each year the proceeds from this event are dedicated to Abilities program services. The Tricky Tray has provided thousands of dollars to the vocational rehabilitation, employment, and job placement programs to individuals with disabilities throughout Warren County.

Mark your calendar and please join Abilities in their fundraising efforts. Doors open at 6:00 p.m. Drawing begins at 7:30 p.m. sharp. Admission \$10.00. Over 75 trays, special raffles for high value items including the Sort & Store Hamper, Beverage Tub, Large Boardwalk, Wrought Iron bench, past feature baskets and many more....No one under 18 admitted please.

For more information please call 689-1118 or visit Abilities website at [www.abilitiesnw.com](http://www.abilitiesnw.com).

# New Member

## United Bank Card


238 Winding Hill Dr.  
Hackettstown, NJ 07840  
Phone: (973) 650-0020 Fax: (973) 890-2345  
Email: [joe@premiersolutionsnj.com](mailto:joe@premiersolutionsnj.com)  
Web: [www.premiersolutionsnj.com](http://www.premiersolutionsnj.com)  
Contact: Joseph Tahmoosh  
*Financial/Service Provider*

## November 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 seminars off-site? The Warren County Regional Chamber of Commerce Webinar series offers a convenient and cost-effective solution that will allow you to take advantage of the most current business strategies and techniques while eliminating the travel time.

Learn how to become a more effective negotiator, a better manager and team builder, or a solutions-oriented sales person. Find out how to navigate the Internet to create interest for your company, develop relationships or prepare for your next client meeting. Get tips on the latest marketing and networking strategies to increase visibility and profits.

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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**JODI HOLVECK**  
Account Executive

8 Minneakoning Road  
PO Box 32  
Flemington, NJ 08822

Tel: 908-782-4730, ext 713  
Fax: 908-782-9755  
Email: [jholveck@njnpublishing.com](mailto:jholveck@njnpublishing.com)

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Record Press  
Suburban News  
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**WARREN DIVISION**  
The Warren Reporter



## CVB Classic Car Show a Hit

The First Annual Warren County Classics Car Show, held September 20 at Warren County Community College (WCCC) attracted a fine display of classics, old and new. A Brandywine-colored 1929 DeSoto two-door coupe owned by Tom and Ellen Kitchen of Hackettstown, was awarded the County Cup and \$250 prize.

The People's Choice prize went to a 1955 "Goddess Gold" Cadillac Coupe de Ville, owned by Mike Maliszewski, a resident of Dover and member of the Cadillac/LaSalle Club.

Show sponsors were Johnson Dodge of Hackettstown, WCCC and the Warren County Convention and Visitors Bureau. Proceeds from the event went toward scholarships for WCCC and the Chamber's LEADERSHIP WARREN program.

Pictures of the show can be found on the Chamber's Facebook page. Winners also will be highlighted in the Warren County CVB's 2010 Tourism Guide.



*County Cup winner  
Tom Kitchen with  
1929 DeSoto*



*Peoples Choice winner  
1955 Coupe de Ville*

## Don't Be a Stranger...

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, including upcoming events such as fundraisers; group and individual achievements, honors and awards; grand openings; new employees; and more.

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.

## Employee Free Choice Act is Topic of Chamber "Secrets of Success" Luncheon



Peter List, Founder and CEO of Kulture LLC, a labor relations consulting firm, detailed the impact that the passage of the Employee Free Choice Act (EFCA) will have on business at the September 23 Secrets of Success Luncheon held at Mama's Pizza & Café Baci.

The EFCA legislation, currently before Congress, would eliminate the secret ballot process and require employees to vote on whether or not to unionize through an open "card check" system. The new law would require the National Labor Relations Board (NLRB) to certify the union as the bargaining representative - without requiring an election - if a majority of employees signed cards.

In addition, the law mandates that if an agreement between the union and a company could not be reached in 90 days, the matter would go to mediation and, after 120 days, to binding arbitration. The EFCA also includes stricter penalties for companies that are in violation of the National Labor Relations Act.

"The Chamber's position is that this new law would diminish an employee's privacy and ability to choose as well as put an unfair financial burden on small businesses that do not have the resources to contest organizing efforts," said Robert Goltz, President and CEO of the Warren County Regional Chamber of Commerce. "We urge businesses to speak out against passage of the EFCA."

List noted that organizers use a variety of tactics to persuade workers to sign up. They also have made extensive use of the Internet to disseminate their message and gain support.

"Most small businesses don't know that a [union] organizer is around until a petition is filed," said List. "And the EFCA locks a company into a union for two years."

List recommended that employers who do not their workers to organize become familiar with the needs of those workers and stay current with the latest developments regarding labor laws.

"Know your people. Know your issues. Communicate with employees all the time," List said.

For more information, contact the Chamber at 908-835-9200, send email to [info@warrencountychamber.org](mailto:info@warrencountychamber.org) or visit [www.warrencountychamber.org](http://www.warrencountychamber.org).

## Chamber Seeks “Member Power” to Fuel Fall Events

*Fall is a busy time at the Warren County Regional Chamber of Commerce and as the organization’s event coordinator I would like to request your help in making our upcoming events a success. Below are some of the events for which we need volunteers and donations. As always, thank you for your support of the chamber and all the programs we offer.*

*Sincerely,*  
Stephanie Rummerfield

### OCTOBER

- 17th **EVENT: Warren County Fall Foliage Poker Run**  
**NEED:** Volunteers to help at poker run stops  
Door Prize donations for raffles
- 24th **EVENT: Senior Expo**  
**NEED:** Vendors

### NOVEMBER

- 1st **EVENT: HallowFest Parade**  
**NEED:** Volunteers to help with parade line-up  
Sponsors  
Organizations to participate in the parade

### DECEMBER

- 10th **EVENT: Annual Holiday Party**  
**NEED:** Donations for silent auction
- 17th **EVENT: Phillipsburg Holiday Party**  
**NEED:** Door prizes and food donations

## Planting the Seeds of Success

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

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

Students who complete the following courses also greatly improve their chances of success.

- Algebra I, Algebra II, Geometry
- Biology, Chemistry, Physics
- English I, II, III, IV
- Two years of the same World Language
- Three years of Social Studies
- One semester of Economics

Learn more about how you can impact your future workforce.

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

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

## October 2009 Schedule of Events

SUN	MON	TUE	WED	THU	FRI	SAT	
				1	2	3	10/02/2009 AM BIZ 7:15 a.m. Warren County Regional Chamber of Commerce, Washington
4	5	6	7	8	9	10	10/07/2009 Maximize Your Membership 4:00 p.m. Warren County Regional Chamber of Commerce, Washington
11	12	13	14	15	16	17	10/08/2009 Maximize Your Membership 9:00 a.m. Warren County Regional Chamber of Commerce, Phillipsburg
18	19	20	21	22	23	24	10/09/2009 Business Over Breakfast 7:45 a.m. Warren County Regional Chamber of Commerce, Phillipsburg
25	26	27	28	29	30	31	10/15/2009 Warren County Business Awards 6:00 p.m. Panther Valley Golf & Country Club, Allamuchy
							10/24/2009 Senior Expo 10:00 a.m. Warren County Technical School Washington
							10/28/2009 Secrets of Success Luncheon 11:45 a.m. Charlie Brown’s, Hackettstown