

Commentary

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

Volume 7, Issue 9 October 2008

Blairstown Business Association 2008 Winter Festival

Saturday, November 15, 2008

10:00 a.m. - 3:00 p.m.

North Warren Regional High School Gymnasium,
Lambert Road, Blairstown

Live Entertainment • Annual Youth Art Show • Food, Fun & Games

Exhibitor Space and Sponsorships Available

Call the Chamber office at 908-835-9200 for details



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30th Annual Warren County Business Awards

Celebrate with the Winners

Business Person of the Year: Richard Lowe, Executive Director, Abilities of Northwest Jersey, Inc.

Entrepreneurial Success Award: A. William Stender, 10-31 Incorporated

Reinvestment Initiative Award: Michael and Tonya Moussa, Moussa LLC

Special Recognition Award: Michael Halpin, Skylands Community Bank

Tourism Award: Hackettstown Memorial Motor Madness Car Show,
Hackettstown Rotary Club

Agriculture Award: Alba Vineyard

October 16, 2008

6:00 p.m.

Panther Valley Golf and Country Club, Forest Drive, Allamuchy

\$50 per person



Contact the Chamber at 908-835-9200 for reservations and information

Letter from the President



Twists and turns, the roller coaster that has been our economy these past months continues to be a topic of discussion, placed as a top priority for many of us. The Chamber has been receiving calls and emails from our members relating to actions by our government to how one should look at their personal bank accounts. Questions have also been in regard to what the Warren County Regional Chamber of Commerce can do to help our members.

Value and Return On Investment have been a focus of what the Chamber has been working on providing to our members. In this economy and for some time now, we have been working on programs, discount services and events to bring value and a return for your membership investment. The Chamber has evolved from a networking organization to a bottom line focused organization. This change in philosophy has assisted many members to grow and save money over the years. Value has been placed on your time and resources.

Currently, we have discount programs for you to save money on electricity, advertising, products and services. We encourage you to look at Glacial Energy if your business is spending \$600.00 or more on electricity a month. Build your web presence through ChamberClicks. Utilize your buying power with Sam's Club, right now by being a member you can receive money back for starting a new membership or renewing your current membership. The Chamber will be rolling out a dental, prescription and optical plan in the upcoming months to help meet other needs you have requested. Check out our website and see what other programs can help you with your bottom line.

The past two years, the Chamber has been re-energizing our Government and Legislative Committee. We have made it a priority to look at legislation on your behalf that affects your business. To keep you better informed of the legislation we are looking at we have launched our Government & Legislative affairs newsletter. This newsletter will allow you to see what issues the Chamber is currently supporting/opposing and will allow you the ability to quickly research legislative information and government officials. The Chamber realizes that to help businesses succeed we must look at the laws and issues that the Federal and State government may try to impose.

We are not stopping there as we know that to serve our membership we must always be looking for new innovative programs and services, while strengthening and evaluating the effectiveness of our current programs.

Thank you for allowing us the opportunity to make a difference in your business.

Robert L. Goltz, I.O.M.
President/CEO

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Dr. William Austin
Warren County Community College

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Stephanie Rummerfield, *Membership Manager*

Eileen Seiler, *Communication Director*

Ph: 908-835-9200 • Fax: 908-835-9296

Email: info@warrencountychamber.org

www.warrencountychamber.org

Robert L. Goltz, Publisher

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AM BIZ



Warren
County Community College

October 3, 2008 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

October 7, 2008 4 p.m. - 5 p.m.
Warren County Regional Chamber of Commerce
10 Brass Castle Road, Washington

October 8, 2008 9 a.m. - 10 a.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 info@warrencountychamber.org.

Business over Breakfast

October 10, 2008 7:45 a.m. - 9:00 a.m.
Minebrook Golf Club • 500 Schooley's Mountain Road,
Hackettstown
Speaker: Howard Vex
Members: \$20 Non-members: \$30

New Jerseys Paid Family Leave and Your Business

On May 2, 2008, Governor Corzine signed into law the NJ Paid Family Leave Law. New Jersey has joined two other states - California and Washington - in providing employees with paid family leave benefits. Commencing July 1, 2009, the New Jersey law will extend benefits available under the state's Temporary Disability Benefits Law (TDBL) by providing eligible employees with up to six weeks of paid time off during a leave of absence to care for a newborn or newly-adopted child or a family member with a serious health condition. Unlike the federal Family and Medical Leave Act (FMLA) and the New Jersey Family Leave Act (NJFLA), which generally cover the full-time workforce of employers with 50 or more employees, the Paid Family Leave Law covers all New Jersey employers subject to the unemployment compensation law, regardless of the number of employees they employ. The Paid Family Leave Law will not, in and of itself, grant employees the right to reinstatement after their leave (like the FMLA and NJFLA do) or to sue their employer for violations of the law if post-leave reinstatement is denied. It is anticipated that smaller New Jersey employers, who currently are not required to provide even unpaid family leave, will face new legal challenges, and that all New Jersey employers, regardless of size, will face increased personnel and administrative costs as a result of this new legislation. Hear how to prepare for this new legislation and get advice on being in compliance with presenter Howard Vex, from the firm of Courter, Kobert and Cohen.

Secrets of Success

October 22, 2008 11:45 a.m. - 1:00 p.m.
Charlie Browns Steakhouse,
109 Grand Avenue, Hackettstown, NJ 07840
Speaker: Brian Kathenes
Members: \$25.00 Non-Members: \$35.00

Recession-proof Publicity and Public Relations Techniques: How To Get Almost Free Advertising For Your Business

Here's an opportunity to boost your sales and develop your reputation as a professional in the community. This program provides effective tips and inside information on Publicity and Public Relations. You will learn about how press releases get published; ways to get radio and press coverage for grand openings, open houses and promoting your products and services. Television appearances, radio interviews, becoming the local expert in your field and becoming a guest speaker will also be discussed. You will leave with seven proven techniques to build business traffic, improve your image, and increase your sales.



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Workshops

Time Power

This workshop is designed to give the attendee the tools needed to become excellent in time management. Workshop topics include: • Organizing Yourself And Your Business • Aligning Your Activities With Your Goals • Your Delegation Style • Urgent & Important Activities • Task Lists & The ABCDE Method • Block Scheduling

Thursday, October 9, 2008

9:00 a.m. - 11:00 a.m.

Warren County Regional Chamber of Commerce

74 South Main Street, Phillipsburg, NJ 08865

Instructor: Ray Mead

Members \$45.00 Non-Members \$45.00

Killer Customer Service

Learn About: What customers really want; The 5 Do's & 5 Don'ts; What research shows; Service skills needed; The 7 secrets of first class service; How to audit your service; How to manage difficult customers; How to manage stress; And more!

Monday, October 13, 2008

9:00 a.m. - 12:00 noon

Warren County Regional Chamber of Commerce

10 Brass Castle Road, Washington, NJ 07882

Instructor: Dick Cipoletti

Members \$79.00 Non-Members \$99.00

Way to Wealth Workshop

In this workshop business owners learn how to increase profits through application of the Way To Wealth Formula. Workshop topics include: • The Customer Formula • The Revenue Formula • The Gross Profit Margin Formula • The Net Profit Margin Formula • The 7 P's of Marketing • Managing Your Gross Profit Margin • Applying Pareto's Law and the 1% Rule for Greater Results. Attendees should bring a pocket calculator.

Thursday, October 30, 2008

9:00 a.m. - 11:00 a.m.

Warren County Regional Chamber of Commerce

10 Brass Castle Road, Washington, NJ 07882

Instructor: Ray Mead

Members \$45.00 Non-Members\$ 45.00

Networking for Results

Tap into the power of networking to bring positive results both personally and professionally. Attendees will learn steps to network more effectively, more efficiently and with more fun with a planned outcome. You will: • Learn how to decide where and when to network • Reach your goals faster by knowing what your goals are • Be more comfortable at events and in public forums • Learn skills and tools to be stronger in networking

Friday, October 31, 2008

9:00 AM - 11:00AM Phillipsburg Office

Warren County Regional Chamber of Commerce

74 South Main Street, Phillipsburg, NJ 08865

Instructor: Robert Goltz

Cost: \$25.00

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Member Spotlight

On the Road to Good Wealth, Rahn Singer Helps Pave the Way

Healthy, wealthy and wise. It's something we all strive for; but, these days, it takes more than a good night's sleep to make it happen. It takes planning and saving and that is where Rahn Singer has chosen to make a difference.



A Certified Public Accountant based in Hackettstown, Singer's "wealth care management" offerings extend to a wide range of clients, including individuals, small businesses, not-for-profit organizations and government entities. His services encompass all aspects of business including payroll, accounting, auditing, regulatory requirements and risk management. For individual clients he provides estate, pension, financial, educational, and retirement planning as well as financial management and budgeting.

Singer said one of the most common errors in judgment that people make regarding money is not having a budget or savings plan. He noted that opportunities to save, such as employee 401K plans, are especially helpful because the contribution goes directly into the account.

"If money goes through someone's hands, there tends to be very little savings," Singer said, adding that once someone starts putting aside a little money at a time and begins to see results, it starts to work for them.

"First, you need to have a budget plan, not a credit card plan," Singer said. "Then you take the baby step approach and evaluate your investments as they grow."

In business since 1987, Singer has been in his current location at 486 Schooley's Mountain Road since 1993. With four children, he also is very active in school and sports-related events in the community. He said that Warren County's business climate is favorable. However, it is the state of New Jersey that is having a negative impact on business owners like Singer.

"Pennsylvania is becoming more and more business friendly," he noted. "When businesses leave [New Jersey], individuals leave."

Singer's technical expertise, comprehensive knowledge of his business and personal service are key to obtaining and retaining clients. He cautioned that there is a lot of misleading information available and that seniors, especially, should be careful when seeking guidance in financial matters.



Leadership Warren Class Off to a Good Start

The 2008-2009 Leadership Warren class is underway. The kickoff for the nine-month program began September 18 with a two-day session that included an interactive communication workshop and team-building exercises.

Class members are Mary Adelman, Assistant Director, Centenary College Small Business Development Center; Peggy Ashworth, Laboratory Manager, Hackettstown Regional Medical Center; Tracy Fazzolari, General Manager, Home Instead Senior Care; Stephanie Rummerfield, Membership Manager, Warren County Regional Chamber of Commerce; Eileen Seiler, Communications Director, Warren County Regional Chamber of Commerce; and Margaret Tresslar, Coordinator, Instructional Support Center, Warren County Community College.

"This is a great class," commented Chamber President and CEO, Robert Goltz. "There is a wide range of talents and personalities that worked well together right from the start. We look forward to a productive year."

New Members

Housing Authority of the Town of Phillipsburg

530 Heckman St., Phillipsburg, NJ 08865
 Phone: 908-859-0122 Fax: 908-859-1574
 E-mail: maharzer.hatop@verizon.net
 Contact: Mary Ann Harzer
Nonprofit Organizations

Joseph Vacca Insurance Financial Services

155 Cameron Ct., Hackettstown, NJ 07840
 Phone: 908-310-8055 Fax: 908-850-4551
 E-mail: jmvacca@excite.com
 Contact: Joseph Vacca
Insurance Services

Muller Chevrolet

164 Route 173, Stewartville, NJ 08886
 Phone: 908-454-3100 Fax: 908-454-5023
 E-mail: rmiller@mullerchevy.com
 Web: www.mullerchevy.com
 Contact: Mr. Ron Miller
Automotive Dealers

Muller Toyota

PO Box 5000, Route 31 South
 Clinton, NJ 08809
 Phone: 908-638-4100 Fax: 908-638-8237
 E-mail: btobias@mullertoyota.com
 Web: www.mullertoyota.com
 Contact: Bob Tobias
Automotive Dealers

Open MRI Of Phillipsburg

430 Memorial Parkway, Ste 2
 Phillipsburg, NJ 08865
 Phone: 908-213-3600 Fax: 908-213-3601
 Web: www.openmriofphillipsburg.com
 Contact: Ms. Lori Caffery
Health Care-Health Care Facilities

Phillipsburg Urban Enterprise Zone

675 Corliss Ave., Phillipsburg, NJ 08865
 Web: www.phillipsburgnj.com/uez/index.html
 Phone: 908-454-5500 Fax: 908-454-9241
 Contact: Mark Portnoy
Economic Development

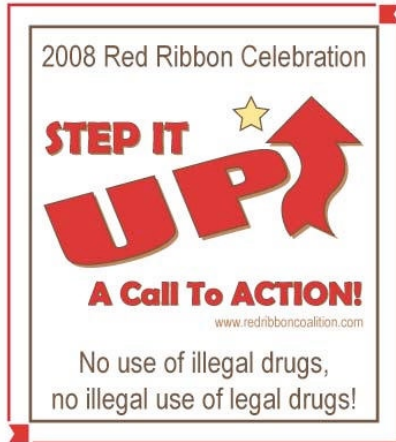
Spacesaver Systems Of NJ

400 Heckman St., Phillipsburg, NJ 08865
 Phone: 908-454-8990 Fax: 908-454-2454
 E-mail: tim@spacesavorsystems.com
 Web: www.spacesaversystems.com
 Contact: Timothy M. Powers
Business Furniture/Storage Solutions

Members in the News

Red Ribbon Week Celebrates Drug- and Alcohol-Free Commitment

The 4th Annual Red Ribbon Week Event will begin on Monday, October 20 from 4:30 to 6:30 p.m. at Oxford Central, 17 Kent Street, Oxford, NJ. Sponsored by the Oxford Municipal Alliance, Community Action Partnership (CAP) Coalition, Community Prevention Resources



of Warren County, Inc. (CPRWC) and Oxford Central School, the event celebrates a pledge made during this week by students all over the country to live drug and alcohol free lives. The event is free to the Warren County community. The week's activities will include a BMX show and a K-9 Demo as well as food and games. For more information, contact CPRWC, 20 West Washington Avenue in Washington at 908-835-1800 or send email to info@cprwc.com or log onto the website at www.communitypreventionresources.org.

Lehigh Valley Airport Welcomes Direct Air

Lehigh Valley Airport will now offer service from Allentown to Punta Gorda-Ft. Myers, Florida and Myrtle Beach, South Carolina beginning Monday, November 24. The new air service will be offered by Direct Air, based in Myrtle Beach. Direct Air will use Airbus A320 aircraft chartered from Virgin America. The aircraft, with 8 First-Class and 141 Coach-Class all-leather seats, offers plasma television, touch service screens, satellite radio and telephone, and computer connectivity aboard each flight.

Tickets may be purchased by going to www.visitdirectair.com or by calling 1.877.432.DIRECT (3473).

Community Prevention Resources Offers Anger Management Program

TOUGH CHOICES is an anger management program, sponsored by Community Prevention Resources of Warren County, Inc. The program runs on eight consecutive Mondays from 6:30 to 8:00 p.m. beginning October 6, and concluding on November 24. Classes will be held at CPRWC offices at 20 West Washington Ave., Washington, NJ and the fee is \$125 per person. An interpreter will be present for deaf and hard of hearing participants. For more information, contact CPRWC at 908-835-1800, or send email to info@cprwc.com.

SASCO Opens Washington Office



The principals of Hackettstown-based SASCO Insurance, James Travis, Peter Kromer and Susan Seger, have announced the opening of a new office at 64 Washington Avenue in the new Midtown Plaza building in Washington. The office will serve western Warren County and Hunterdon County. Katie Beyrer, a licensed in Property/Casualty, Life and Health insurance professional who has been with SASCO for more than 10 years, will head up a staff that specializes in business, home, auto, life and health insurance from providers such as Selective, The Hartford, FMI, Harleysville, Travelers, Progressive and NJ Skylands. For more information, contact the Washington office at 908-689-5566 or the Hackettstown home office at 908-852-5555.

Hance Construction Expands to PA

Hance Construction, Inc. headquartered in Washington, NJ has announced the opening of an office in the Lehigh Valley Industrial Park in Bethlehem, PA. This office will facilitate the firm's further expansion in the Pennsylvania market while enhancing service to Lehigh Valley area customers. Dick Wallace, who has extensive career experience with Butler pre-engineered buildings, will manage the office. Hance Construction, Inc. works in commercial, industrial and residential markets. For information, call the Bethlehem, PA office at 610-882-2585, or the Washington headquarters at 908-835-3501, or visit www.hanceconstruction.com.

Home Instead Campaign Fosters Communication With Aging Parents

Home Instead Senior Care in Washington, New Jersey has launched a campaign designed to help adult children communicate with their aging parents about difficult life topics such as End-of-life issues; Sibling communication; Driving; When health changes lifestyles; and Is this a senior moment or something more. Also included are tips to help seniors communicate with their adult children. A free "conversations starters" booklet and website (www.4070talk.com). For more information, contact Tracy Fazzolari, owner of Home Instead Senior Care, in Warren and Hunterdon County at 908-835-1400.

Women's Self-Care Retreat Planned

Jean Marie DuHamel of Sophia Coaching and Mary Ellen Ricks of Awakening Point are offering a Women's Self-Care overnight retreat, January 23 & 24 at the Quellen Spiritual Center in Mendham. The program, that begins Friday evening and ends Saturday, evening will include yoga, meditation, reflection, group discussion and more. Early registration by October 1 is \$139; before November 30 is \$159. For information contact Jean Marie DuHamel at 908-850-6475 or Mary Ellen Ricks at 908-852-9642 or visit www.sophiacoaching.com



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OCTOBER 2008 Schedule of Events

SUN	MON	TUE	WED	THU	FRI	SAT	
			1	2	3 ★	4	10/3/2008 7:15 a.m. AM BIZ Warren County Community College, Washington
							10/7/2008 4:00 p.m. Maximize your Membership Warren County Regional Chamber of Commerce, Washington
5	6	7 ★	8 ★	9	10 ★	11	10/8/2008 9:00 a.m. Maximize your Membership Warren County Regional Chamber of Commerce, Phillipsburg
12	13	14	15	16 ★	17	18	10/10/2008 7:45 a.m. Business Over Breakfast Minebrook Golf Club, Hackettstown
19	20	21	22 ★	23	24	25	10/16/2008 6:00 p.m. Warren County Business Awards Panther Valley Golf & Country Club, Allamuchy
26	27	28	29	30	31		10/22/2008 11:45 a.m. Secrets of Success Charlie Browns Steakhouse Hackettstown