

# C o m m e n t a r y

A Publication of the Warren County Regional Chamber of Commerce

Volume 9, Issue 1 January 2010

## Warren County Regional Chamber of Commerce Annual Meeting 2010

Wednesday, February 24, 2010  
11:30 a.m. to 1:30 p.m.  
Hawk Pointe Golf & Country Club  
294 State Route 31 S, Washington

Members: \$50.00 Non-members: \$60.00  
Sponsorships Available

Reservations required by February 19, 2010.  
Please contact the Chamber at 908-835-9200 or [rsvp@warrencountychamber.org](mailto:rsvp@warrencountychamber.org).

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## Why Social Media for Business?

### Business Over Breakfast

Friday, January 15, 2010  
7:45 a.m. to 9:00 a.m.

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

Members: \$5.00 Non-members: \$15.00  
Seating is limited to 15 people

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



# Letter from the Chairperson



Let me start by wishing each and every one of you a happy and healthy New Year! As we start 2010 and enter our next decade, it is both an exciting and stressful time in our business world. The past year tested each of us tremendously and forced our County businesses to “dig deep” and become more focused on our goals and objectives. Let me congratulate each of you for surviving and staying the course! As a Chamber, we too understand these issues and have had to take a hard look at how we do business and how we can best serve all of your needs.

As a Board, we discussed this in great detail at our Annual Board Retreat and each of us committed to serving the Chamber more diligently to assist each of our members as we move forward. It is this commitment from the Board that assures me our Chamber and its members will not only survive these difficult economic times but will once again continue to surpass our goals as a Chamber, a County and as individual businesses.

For 2010, the Chamber will focus on becoming more involved in Legislative issues that impact our County and business community. We will strive to keep you informed of any impending matters that impact how you do business and represent your voice to the Legislature. We will also focus on expanding our membership and strength throughout the County. Our Councils have continued to grow and strengthen the Chamber in each of the communities we represent. It is the goal of the Chamber and my personal agenda to focus on each Council’s mission and to use these Councils as a tool to reach out to our non-members to show the benefits of Chamber membership. The Chamber will continue to provide networking opportunities for your business and will add educational topics that can assist you as the business world changes. I encourage you to become involved in these events and take advantage of these opportunities.

On a final note, let me remind you that this is YOUR Chamber. We are driven by our members and we represent you throughout our county and neighboring communities. A strong Chamber is a Chamber to which each member contributes and has their voices heard. It is for this reason, I encourage you to become involved through the Councils, as an event volunteer or by participating in the activities that the Chamber provides. I wish each of you success in the upcoming year and look forward to working with you to continue to make Warren County a great place to Live and Work!

Nancy Ann Post  
Chairperson

Warren County Regional Chamber of Commerce Board of Directors

## 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*

### Secretary

Claudia Conway, *Skylands Community Bank*

### Treasurer

John Sommer, *Centenary College*

### Immediate Past Chair

Ron Harding, *Mallinckrodt Baker*

## DIRECTORS

John Abromitis, *Courter, Kobert & Cohen*

Dr. William Austin

*Warren County Community College*

Debra Bowlby, *Pinpoint Graphics*

Claudia Conway, *Skylands Community Bank*

Samir Elbassiouny

*Warren County Community College Foundation*

Jeffery K. Jewell

*Jewell Computing Solutions*

Sheila Lobel, *Good as Gold K9, LLC*

Betty Schultheis, *Impressions by Ron*

Susan Seger, *SASCO Insurance Services*

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*Florio, Perrucci, Steinhardt & Fader, LLC*

Michael Tietjen

*Cruise Planners of NWNJ, LLC*

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*

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Robert L. Goltz, *Publisher*

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Chamber of Commerce

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# 2010 Chamber Events

## Save the Date



February 24	Annual Meeting	
March 6	Business Expo	
April 21	Administrative Professionals Lunch	
April 30-May 2	SpringFest	
June-August	Summer Networking Events	
June 5	Phillipsburg Main Street Motor Madness	
July 4	Spirit of Americana	
August 9	Golf Thing Extreme	
September	Warren County Business Awards	
September 25	Warren County Classic Car Show	
October 16	Warren County Fall Foliage Poker Run	
October 23	Senior Expo	
October 30	Deadman's Party	
November 7	HallowFest Parade	
December 9	Holiday Party	

### Networking Opportunity Knocks Once a Month



Don't miss out on the Warren County Regional Chamber of Commerce's most powerful networking tool for your business.

AM Biz offers you a forum in which to promote your business, organization or service and connect with other professionals in Warren County and surrounding areas.

AM Biz convenes at Warren County Community College on the first Friday of every month at a convenient pre-workday time.

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



### 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).



January 8, 2010  
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.



## Business Over Breakfast

Friday, January 15, 2010  
7:45 a.m. to 9:00 a.m.  
Warren County Regional Chamber of Commerce  
10 Brass Castle Rd., Washington

### Why Social Media for Business

Social media sites like FaceBook, LinkedIn and Twitter are all the rage for businesses. Is your business reaching out to the millions of users on these platforms? Be part of a discussion on what these social networking sites can offer and discover some fun applications that may help you decide how to take your organization to the next level. Continental breakfast included.

Members: \$5.00      Non-members: \$15.00  
Seating is limited to 15 people.

January 13, 2010  
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).

## Tourism Marketing Workshop

### Utilizing the Convention & Visitors Bureau to Increase Attendance and Sales

January 14, 2010  
6:00 p.m. - 7:30 p.m.  
Warren County Regional Chamber of Commerce  
74 S. Main St., Phillipsburg

This training session assists area tourism entities, businesses, and non-profit organizations with how to utilize the marketing programs of the Warren County Convention & Visitors Bureau to help promote their businesses, attractions and services. The Warren County Convention & Visitor Bureau has a website that reaches out to over 3000 individuals monthly. A weekly e-newsletter sent to over 900 people weekly and also have other ways to promote Warren County to the general population free of charge. The program will also assist in providing other resources to help promote your event free through proven tourism sites. If you have entertainment, special events or want to get the word out about your organization plan on attending this session.

## Webinar Series Offers Cost-Effective Training Solutions

The new year is a great time to take stock, change direction, learn new techniques and set goals.

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.

Check out just a few of the pertinent topics for personal and professional growth that are on the agenda for January:

**Time and Organizational Skill Mastery:** Having an effective time and organizational plan in place.

**Business-to-Business Prospecting:** Innovative Techniques to Get Your Foot in the Door with Any Prospect

**The Busy Professional's Guide to Social Networking:** Leverage this Power In Just Minutes A Day

**How to Create A Pre-Approval Credit Program to Increase Salesforce Effectiveness:** Learn how to focus your company's sales efforts on qualified prospects

**Create An Accountable Board of Directors:** Learn how to protect your company from operational catastrophes

**Create A Solid Financial Foundation For Your Teen:** What Your Kids Must Know About Personal Finance? Now!

**How to Select the Right Investment Approach for Your Personal Finances:** Learn about your investing options empowering you to make informed decisions to increase your wealth.

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.

# Members in the News

## Hurley Completes SHIP Program

Lucy Hurley, Community Service Representative for Home Instead Senior Care of Hunterdon and Warren counties has completed the training program for counselors in the State Health Insurance Assistance Program (SHIP), according to Home Instead owner, Tracy Fazzolari.

SHIP is a national program conducted by the State Of New Jersey Department of Health and Senior Services that offers free counseling and assistance via telephone and face-to-face interactive sessions, public education presentations and programs.

Hurley will serve as a Volunteer advocate on behalf of Home Instead and this service will be available to the community. SHIPs can answer your questions about choosing a managed care plan, deciding between original Medicare (fee-for-service) and managed care, understanding new health care plan choices, and how to understand a Medicare bill. SHIPs also helps understand how to appeal payment denials, understanding Medicare rights and protections, and how to submit complaints about medical care or treatment.

For information, call the Division of Aging & Disability Services at 1-877-222-3737. or visit [www.shiptalk.org](http://www.shiptalk.org).

## Ernstrom Named to Eagle Scout Hall of Fame

Errol Ernstrom, President of Placemats Plus and American Placemats, will be inducted into the Eagle Scout Hall of Fame on January 8, 2010 at the The Patriots' Path Council, Boy Scouts of America annual Eagle Scout Recognition and Reunion Dinner at the Skylands in Randolph.

Recognition is awarded to individuals who have earned their Eagle Award more than 25 years previous and have distinguished themselves in their profession, community and Scouting.

Ernstrom is an Eagle Scout with two palms of the Class of 1960,. He has been an active member of the Denville Kiwanis club for 13 years, and is Secretary of the Board for the Wallenberg Foundation of New Jersey; a scholarship organization for students who do worthwhile community service.

For more information or to purchase tickets to the event, please contact Elsie Hemmings 973-765-9322 x224 ([elsie.hemmings@scouting.org](mailto:elsie.hemmings@scouting.org)).

## Hackettstown Rotary Club Names Paul Harris Fellows



**Paul Harris Fellow David M. Rucki, club member Chuck Abbate, Paul Harris Fellow Robyn Jensen, and Club President Jason Coe.**

Hackettstown Rotary Club members David M. Rucki and Robyn Jensen recently were named Paul Harris Fellows during a District 7470-wide Presidents Ball and Foundation Gala October 24, 2009 at The Skylands at Randolph.

Rucki is Executive Director of the Hackettstown Business Improvement District and has been a member of the Hackettstown club since 2007. He has served on the club's Memorial Madness Car Show and scholarship committees.

Jensen is with Edward Jones Investments in Hackettstown, and serves as club secretary. A member since 2006, she is active on the club's Foundation and scholarship committees.

The district event also recognized Rotary president Jason Coe, COO of Hackettstown Regional Medical Center (HRMC), for the club's growth and progress during his tenure. Coe has directed the Memorial Motor Madness event for the past three years, helping raise more than \$24,000 in 2009 in support of the Joan Knechel Cancer Center at HRMC, as well as Rotary projects serving the local community.

For information, please contact Norman Worth of WRNJ Radio at 908-850-1000 or Jim Travis at SASCO Insurance Services at 908-852-5555.

# New Members

## Anchor Payroll & Benefit Solutions LLC

PO Box 40, Blairstown, NJ 07825  
 Phone: (908) 955-7253  
 Fax: (888) 600-0191  
 Email: [jerne@anchorpaysolutions.com](mailto:jerne@anchorpaysolutions.com)  
 Web: [www.anchorpaysolutions.com](http://www.anchorpaysolutions.com)  
 Contact: Jeff Erne  
*Business Services*

## Norris, McLaughlin And Marcus, P.A.

721 Route 202-206  
 Bridgewater, NJ 08807  
 Phone: (908) 722-0700  
 Fax: (908) 722-0755  
 Email: [ppflanagan@nmmlaw.com](mailto:ppflanagan@nmmlaw.com)  
 Web: [www.nmmlaw.com](http://www.nmmlaw.com)  
 Contact: Pdraig P. Flanagan, Esq.  
*Attorneys*

## RF Extreme, LLC

101 Bilby Road, Suite 1  
 Hackettstown, NJ 07840  
 Phone: (908) 852-3700  
 Fax: (908) 813-0399  
 Email: [joseph.beck@viecgroup.com](mailto:joseph.beck@viecgroup.com)  
 Web: [www.rfextreme.com](http://www.rfextreme.com)  
 Contact: Joseph J. Beck,  
*Manufacturing*

## Sherwin-Williams

35 Route 46, Hackettstown, NJ 07840  
 Phone: (908) 979-0971  
 Fax: (908) 979-0974  
 Web: [www.sherwin-williams.com](http://www.sherwin-williams.com)  
 Contact: Joe Dellafave  
*Retail Hardware*

## Sherwin-Williams - Washington

26 W. Washington Ave.  
 Washington, NJ 07882  
 Phone: (908) 689-2033  
 Fax: (908) 689-6731  
 Web: [www.sherwin-williams.com](http://www.sherwin-williams.com)  
 Contact: Tony Schopp  
*Retail Hardware*

## 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: Scot Gerardi  
*Computer Service*

# Member Spotlight

## Banking Outside the Box

### TD Bank is in Sync with Customer Convenience

If you have ever tried to pin down a time to get something built, repaired, delivered, or the like, then you know that the word convenience does not exist in some companies' vocabularies. Not so for TD Bank, "America's Most Convenient Bank." Open seven days a week with extended lobby and drive-up hours, this store-like financial institution prides itself on being ready when its customers need to do business - not the other way around.

"You've heard of bankers' hours - that's not us," remarked Vanessa Galante, Manager of the TD Bank Phillipsburg Store. "We don't want to be viewed as a typical bank. We see ourselves more aligned with retail hours."

Ranked highest in customer satisfaction in the Mid-Atlantic Region for four years in a row according to the JD Power & Associates annual Retail Banking Customer Satisfaction Study<sup>SM</sup>, TD Bank offers the full range of financial services including personal and business accounts, mortgages, and wealth management. It is one of the few institutions still lending



Vanessa Galante

money and one of the biggest SBA (Small Business Association) lenders. According to Galante, the loans also are "decisioned" locally, not farmed out. And since the hours of operation don't coincide with the typical workday and TD Bank is closed only four days out of the year, customers can conduct business at their own convenience.

"We are busy on weekends when a lot of families come," Galante said. "You can even close on a loan on Sunday!"

In line with its "service culture" all TD Bank stores are well staffed and maintain a consistent look and feel so a customer

can walk into any branch and know what to expect.

The bank extends its services to non-customers, offering open access to its Penny Arcade coin counting machines as well as free notary services for anyone with valid identification. It also provides tours for school and scout groups and reaches out to the community with the TD Bank WOW!Zone, a series of age-appropriate instructional seminars on topics such as how to balance a checkbook or maintain a good credit rating.

As manager of the Phillipsburg store, Galante is a believer in relationship banking. Instrumental in bringing TD Bank to Warren County, she also is a member of the Warren County Economic Development Corporation and works closely with the Warren County Regional Chamber of Commerce to support local businesses and promote networking.

"I have a great affinity for Warren County," Galante said. "I consider it a blessing to live and work here."

## The Best Place for Affordable Ad Space is Right Here in Commentary

The Warren County Regional Chamber of Commerce newsletter reaches more than 1000 professionals each month. It is the place to go for the latest Chamber news and events, Economic Development initiatives and workforce training, Convention & Visitors Bureau highlights and Legislative updates. Check out the rates.

Size	Frequency	Cost (per ad)
Full Page	1X	\$150
Full Page	2X	\$125
Full Page	3X	\$100
Half Page (horizontal)	1X	\$100
Half Page (horizontal)	2X	\$80
Half Page (horizontal)	3X	\$60
Business Card	1X	\$75
Business Card	2X	\$50
Business Card	3X	\$25

The deadline for space reservations is the 10th of the month prior to the publication month. Prices are for camera-ready black and white or color artwork. There will be an additional charge for any typesetting or copy preparation. For more information or to get a contract form, please contact the Chamber at 908-835-9200 or by email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org).

# Annual Holiday Party



Warren County Regional Chamber of Commerce members, staff and friends joined in the festivities at the Annual Holiday Party, December 10, 2009 at the Inn at Panther Valley. Everyone enjoyed fabulous food, luscious desserts and door prizes donated by local businesses. A complimentary wining tasting was provided by Four Sisters Winery at Matarazzo Farms.



# Hallow Fest Parade

The streets of Phillipsburg and Easton came alive on Sunday, November 1, 2009 with the sights and sounds of the HallowFest Parade. More than 70 groups - a total of 1000 participants - took to the streets in floats, cruisers, cycles, fire trucks and on foot.

This year's prizewinners were Unity Bank for Best Float, Shannon Sklodowsky for Best Costume and Pocono Mountain Cruisers for Best Car Group.

Hallow Fest 09 sponsors were Unity Bank, Team Capital Bank, Mallinckrodt Baker and Warren County Community College.



# Holiday Tea

The Warren County Regional Chamber of Commerce Women in Business event had a old fashioned flare. Hosted by Andrea Kirchuk of Computer Images Web and catered by Jewels Quelly of AngelFood, the event was held December 18, 2009. Amid the Victorian Holiday décor, attendees networked while enjoying various types of tea, coffee, sandwiches and desserts.



# LEGISLATIVE UPDATE



## Getting Involved Just Got Easier!

2gov is a free service for registered voters that hand-delivers emails and tweets to Congress through a single address. You don't need to know your officials by name; our system finds your specific representative automatically and authenticates you as a voting constituent to ensure you get noticed. Just enter your zip code and you are linked to your local legislators to be able to send an email or tweet on you view on legislation in a short email! The email and/or tweets are then hand delivered to the legislator.



<http://2gov.org/>

## Government Run Health Care? Not if We Have Anything to Say About It

The Warren County Regional Chamber of Commerce supports meaningful reform that makes quality health care more affordable and accessible, but...

As a Business Community we cannot support legislative action that would:

- Create a government-run (public) plan
- Create employer mandates
- Create a minimum required coverage level
- Impose additional tax burdens on individuals or businesses

We are working in conjunction with the U.S. Chamber of Commerce in opposition to these proposals. You can help by contacting your legislators directly to express your opposition to a "public option" and employer mandates.

Contact the U.S. Chamber's Action Alert <http://www.uschamber.com/chambers/healthcare.htm> or call the Warren County Regional Chamber of Commerce at 908-835-9200.

### WARREN CONTINGENT NOW FORMING

for the

### 73rd Annual NJ Chamber of Commerce Walk to Washington & Congressional Dinner

January 28 & 29, 2010

*Meet the movers and shakers of New Jersey's business, association, civic, non-profit and political circles*

Travel via Chartered Amtrak Train (photo ID required). Hotel accommodations can be made by calling the Marriott Wardman Park Hotel at 202-328-2900 or 202-328-2900. To receive the special State Chamber room rate, indicate that you are attending the NJ Chamber of Commerce dinner. Contact the Warren County Regional Chamber of Commerce today to register at 908.835.9200  
Members: \$560.00 Non-members: \$660.00

## Warren County Regional Chamber of Commerce Legislative Agenda

The Chamber's main objectives include:

1. Accessibility to local, state & federal elected and appointed officials.
2. Providing our members with continual updates on legislative issues and priorities.
3. Making recommendations on selected issues so that the Chamber can provide a voice of advocacy for the business community.
4. Facilitating an understanding of the businesspersons' concerns when interacting with government agencies.
5. Providing our members with information on how to effectively work with government agencies.
6. Providing forums for discussion of issues relevant to the business community.

### LOCAL

**Economic Development:** Advocate for legislation or practices that put Warren County businesses at a competitive advantage with other states and discourage new businesses from locating in the Warren County area.

**Shared Services:** Provide and advocate for local municipalities to share services to reduce or stabilize costs imposed by services provided to the community.

**Workforce Development:** The Chamber supports legislation and funding to accommodate local needs resulting from expected growth in the student population and to focus support on academic areas and programs to promote a more educated and stronger workforce.

### STATE

The Chamber supports legislation that:

- Encourages the state government to provide sufficient resources to achieve a superior level of service for businesses
- Addresses state government costs that negatively impact the Warren County area.
- Reduces the number of government employees across the state. These positions drive up taxes, which ultimately hold down the number of private-sector jobs.
- Workforce Development: Schools need to produce graduates equipped to function effectively in the highly technological world of business, both now and in the future.

### FEDERAL

The Chamber:

- Supports all efforts to make the 2001 and 2003 tax cuts permanent.
- The Chamber supports complete elimination of the Inheritance Tax.
- The Chamber opposes any federal legislation that will eliminate an employee's right to have a secret ballot election conducted by the National Labor Relations Board to certify or de-certify union representation.



## LEADERSHIP WARREN Youth Class Graduates; Scholarship Winner Announced



The LEADERSHIP WARREN Youth Class of 2009 were honored at a graduation ceremony on December 3 at The Architects Golf Club in Phillipsburg. The 23 students representing all of public high schools in Warren County were presented with certificates by Warren County Regional Chamber of Commerce President Robert Goltz and LEADERSHIP WARREN Youth Committee Chair Cindy Wildermuth. The program's first \$500 merit scholarship was awarded to Phillipsburg High School Junior Lauren Sopko.

Members of the graduating class were: Elizabeth Cannone, Linnea Comtois, Bridget Hovell, and Michael Lascari from North Warren Regional High School; Elizabeth Cummings, Noelle Laubach, Noah Sena, Niket Shah and Sara Thomas from Belvidere High School; Kathryn Errickson, George Hansen and Glenna Weeks from Warren County Technical School; Lia Ferranti, Ingrid Firmin and Rachel Hurd from Warren Hills High School; Jaimee Fulper, Meghan Josselyn, Nicholas Mengucci, Lauren Morera, Michael Murray and Lauren Sopko from Phillipsburg High School; and Garrett Maternick and Max Seiler from Hackettstown High School.

LEADERSHIP WARREN Youth Board of Trustees Chair Nancy Ann Post congratulated the members of the 2009 class and urged them to take the lessons they learned in the program with them as they go forward to higher education and into the business world. She also thanked the members of the LEADERSHIP WARREN adult program who raised money to fund the scholarship.

This year's program was sponsored by Warren County Community College (WCCC), Mallinckrodt Baker and Abilities of Northwest New Jersey, Inc. Participants received copies of "Dollars & Sense: A Guide to Financial Security," co-authored by WCCC President Dr. William Austin who acknowledged the "exceptional group of fine young people" and advised them to "always remember that education is one of the most important gifts you can give yourself."



## Deadman's Party Benefits LEADERSHIP WARREN Program

It was a night of murder, mayhem and marriage as chamber members and friends gathered at Bello Giorno on October 30, 2009 for this Halloween-themed event celebrating the 10th Wedding Anniversary of Chamber President Robert Goltz and his wife, Melissa. The evening featured a buffet dinner, cash bar, music and dancing. The proceeds from the 100 tickets sold went to benefit the LEADERSHIP WARREN Program.



Special thanks go to the following sponsors of the Deadman's Party



and the United Way of Warren County

# W • C • E • D • C

Warren County Economic Development Corporation



## Workforce Training

### Microsoft Excel - Level II

January 29, 2010  
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.*



### WCEDC Seeks Exchange of Information and Ideas

The Warren County Economic Development Corporation (WCEDC) invites other economic development entities throughout New Jersey to submit articles on topics of mutual interest such as the economy, financing, small business development, "green" initiatives and more.

Articles should be 500 words maximum in length and may be submitted to [info@warrencountychamber.org](mailto:info@warrencountychamber.org). All submissions are edited and published at the discretion of the WCEDC.

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

**November 2009 Unemployment Rates**  
(Preliminary, Not Seasonally Adjusted)  
US Unemployment: 10%  
New Jersey: 9.4%  
MSA: 9.8% Allentown/Bethlehem/  
Easton Metropolitan Statistical Area  
(includes Warren County)  
Warren County: 9.5%

### NJ.com Website

January 14, 2010  
9:00 a.m. to 10:00 a.m.  
Warren County Regional Chamber of Commerce  
74 S. Main St., Phillipsburg

January 19, 2010  
9:00 a.m. to 10: a.m.  
Warren County Regional Chamber of Commerce  
10 Brass Castle Rd., Washington

NJ.com will be presenting a FREE training class for all types of businesses to learn how they can reach out to over 3.5 million unique users per month on the very popular website – NJ.com as a business listing.

**WWW.VISITWARREN.COM**

FESTIVALS ARTS RESTAURANTS SPORTS OUTDOOR ACTIVITIES HISTORY



## Warren County Offers Flurry of Fun Winter Activities

As the temperature drops the fun heats up in Warren County where a variety of scenic and challenging venues await everyone from the avid winter sports enthusiast to the novice skater.

Cross county skiing is a great way to experience the winter in Warren County. It's fun, affordable and virtually open to all ages. Trails are accessible at Jenny Jump State Forest, Allamuchy Mountain State Park, Merrill Creek Reservoir, Worthington State Forest, and the Delaware Water Gap National Recreation Area. For those who prefer to ride, Worthington and Delaware Water Gap also allow snowmobiling access.

The frozen lakes of Warren County are great for skating or dropping a line for ice fishing, which is available at White Lake in Frelinghuysen, Jenny Jump State Forest in Hope, Allamuchy Mountain State Park and Deer Park Pond in Stephens State Park in Hackettstown. Don't forget to check with the proper authorities to make sure that the ice is safe before setting out.

Many of the county parks have wide-open spaces for sledding and if you want to make more than a day of it, Jenny Jump State Forest has cabins available for winter camping.

For information on these locations and more, contact the Warren County CVB at 908-835-9200 or visit [www.visitwarren.com](http://www.visitwarren.com).

## Be a Winner!



The Warren County Convention & Visitors Bureau invites you to be a winner this January by signing up at [www.visitwarren.com](http://www.visitwarren.com) to win concert



tickets, gift certificates to areas restaurants and attractions and more. One winner will be picked each week during the month of January.



Visit [www.visitwarren.com](http://www.visitwarren.com) and click on "Join our mailing list" at the upper left hand corner of the homepage. Fill out the form



and click subscribe. Each week you will receive an email on events and happenings in warren county.

## Centenary Stage Company Engages, Enriches and Entertains

There's a dynamic cultural presence in Hackettstown that thrives on bringing the unique, the extraordinary, the thought-provoking and the entertaining to center stage and making it accessible for all. Centenary Stage Company (CSC), a not-for-profit professional Equity theater located in Centenary College, fulfills the obligation of its title to deliver masterful, "professional" performances in plays, music, dance and more.

"Our passion is for the gems of theatrical work not produced on the commercial stage," said General Manager Catherine Rust. "We like to take risks and expose our audiences to new experiences."

The company has been presenting high quality and affordable productions in its 174-seat theater since 1985, hosting a wide range of performances from classic and experimental plays to international dance ensembles and a concert series by Tibetan Monks. It's popular Women's Playwright Series, which Rust directs, solicits new works by women and showcases them in the form of a reading before member of a live audience who, in turn, provide feedback to the writer. One play is chosen each year for full production on the CSC stage.

According to Rust, it is Artistic Director Carl Wallnau who helps to keep the CSC fare fresh. An experienced actor and director, Wallnau performs in various venues throughout the country continually gleaning new ideas to infuse into CSC's repertoire.

"Carl is a good conduit," Rust said. "He is always aware of new playwrights, new talent and best practice experiences."

This year, with the construction of the new Lackland Center on the Centenary College Campus, CSC will be able to literally and figuratively spread its wings attracting even more diverse, innovative talent.

"This can be the center of cultural activity in this part of the (continued on page 12)



Artist rendering of the new Lackland Center

## Centenary Stage Company (continued from page 11)

state,” Rust remarked. “Next year we hope to bring in a symphony orchestra and the full ballet.”

The 22,000 square foot Lackland Center, named for benefactors Carol and David Lackland, will seat 500 and feature a configurable 99-seat “black box” space for performances that require a more intimate setting. The center also will house a dance studio, scene shop, costume shop, green room and dressing rooms. Additional on-site parking for 500 will add convenience to the venue. The center is expected to be complete this spring with a gala opening planned for September. There currently is an Adopt-A-Chair program in progress to fund the acquisition of new talent.

While the new center will be a boon to the company and the area, CSC has never let physical space hinder it from exercising its creative outreach agenda bringing the arts – and the artists – to the public. The company sponsors a Young Performers Workshop and Tyro Theater program as well as theater, dance and writing workshops and a summer intern program. Last year, CSC took two performances – “1000 Cranes” and “If You Give a Mouse a Cookie” out to schools.

“There has been a real dirth of quality arts events,” Rust commented. “There is a need for more professional, affordable outreach programs.”

Centenary theater students also benefit from a professional company in residence, by working alongside professional actors, designers, stage managers.

“They come out of the program eligible for Equity Membership Credit,” said Rust. “They are already networking.”



**Artistic Director Carl Wallnau at Lackland Center construction site.**

The company, itself is funded by grants, fundraisers and donations. Administrative costs are kept low with 90 percent of what comes in goes directly to artist fees. Volunteers also play an essential part in the day-to-day organization and execution of CSC productions.

As a tourism entity for Warren County and the Skylands Region, Centenary Stage Company has already proven its value beyond just the artistic. The theater attracts more than 10,000 people per year, who, according to Rust spend between \$50 and \$100 over and above the theater ticket price, eating in local restaurants and patronizing local stores.

“There is a vitality that an arts organization brings to a community. We are trying to be a resource and and an economic driver and partner in creative ways.

## January 2010 Schedule of Events

SUN	MON	TUE	WED	THU	FRI	SAT	
					1	2	12/08/2010 AM BIZ 7:15 a.m. Warren County Community College, Washington
							12/13/2010 Maximize Your Membership 4:00 p.m. Warren County Regional Chamber of Commerce, Washington
3	4	5	6	7	8	9	12/14/2010 NJ.com Website Training 9:00 a.m. Warren County Regional Chamber of Commerce, Phillipsburg
10	11	12	13	14	15	16	12/15/2010 Business Over Breakfast 7:45 a.m. Warren County Regional Chamber of Commerce, Washington
17	18	19	20	21	22	23	12/19/2010 NJ.com Website Training 9:00 a.m. Warren County Regional Chamber of Commerce, Washington
24	25	26	27	28	29	30	12/29/2010 Excel II Training 9:00 a.m. Warren County Regional Chamber of Commerce, Washington
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