

COMMENTARY

June / July 2006

A PUBLICATION BY THE WARREN COUNTY REGIONAL CHAMBER OF COMMERCE

WARREN COUNTY REGIONAL CHAMBER OF COMMERCE

SPECIAL POINTS OF INTEREST

7TH ANNUAL GOLF THING

MEMBERS IN THE NEWS
*Interfaith Hospitality Network
Centenary College
Covanta*

MEMBER SPOTLIGHT
Contours Express

SENIOR EXPO 2006

HALLOW FEST 2006

SECRETS OF SUCCESS LUNCHEON SEMINAR PREVENTING FRAUD IN NONPROFIT ORGANIZATIONS "HOW IT HAPPENS AND HOW YOU CAN PREVENT IT"



Ed McMillan, a CPA and a member of the Society of Certified Fraud Examiners, has uncovered hundreds of embezzlements.

McMillan is a Certified Public Accountant and a Certified Association Executive and has spent his entire career in not-for-profit financial management, having served as the Controller of the national office of Associated Builders and Contractors and as the Finance and Membership Director of the American Correctional Association.

Preventing Fraud in Nonprofit Organizations: "How It Happens and How You Can Prevent It" will enlighten the CEO and business owner as to how prevalent employee theft is, how vulnerable they are, and important steps to take to prevent it.

McMillan integrates a mixture of lecture and role playing based on his actual experiences uncovering fraud. he leaves the audience with insight as to how unbelievably clever a thief can be, warning signs to look for, and what to do if fraud is suspected.

Audiences always come away with a new perspective on what could happen if they don't implement the right controls and leave with the tools they need to protect themselves.

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THE EVENT WILL BE HELD ON JUNE 28TH AT THE COMFORT INN IN MANSFIELD FROM 1:00 PM TO 4:00 PM. COST IS \$50.00 FOR MEMBERS AND \$65.00 FOR NON-MEMBERS.

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CHAMBER NEWS

PRESIDENT'S MESSAGE

Are you taking full advantage the benefits of your Chamber Membership Investment?

I can answer that question for many of you, with a not really. Over the past three years, the Chamber has been making many changes in programs and services that we offer. Services that we have brought in to do one thing: Help you increase your businesses bottom line. I'm not talking about sponsorship, attending events or sitting on committees. Those are great for branding and networking for yourself and your business. This month I wanted to remind you of the other services that can assist you with little or no time put in on your part.

We have identified program that can help save you money and/or provide you with needed resources to help your business grow. Programs like our office supply discount program with Staples. The high cost of electricity is another area that with a partnership with Strategic Energy, that our members may be able to save hundreds or even thousands of dollars each year on your electric bill. Recycle Rewards helps you keep the environment safe by recycling ink cartridges and cell phones. In June, we will be launching our newest affinity program to assist with your businesses Human Resource needs with Core People Resources. I encourage you to review and participate in those programs that can assist your business.

The Chamber also provides two other free services to our members that are under-utilized but have shown to have great returns and value. The Job Posting's area allows any business in Warren County to list job openings free of charge. You can send us the



ROBERT L. GOLTZ - Chamber President & CEO

job directly by email or fax us the form. Those that have been using this service have been very pleased with quality of candidates their receiving through our website listing. Our Property Listing is another way you can help in filling area business vacancies. If it's your property send fill out the form and fax it over to the Chamber. If it's someone else's property get us the company and number and we will request the property to be listed. Our property listing section is in the top three sections viewed each month by visitors.

The Warren County Regional Chamber of Commerce is working on developing and providing our members with resources to create a strong business community and we encourage you to utilize us everyday. If you have not attended a "Maximize Your Membership" session in the past two years, I invite you to attend the one on June 21st at 8:00 a.m. or 4:00 p.m. and see how you can get more out of your Membership Investment.

Focused on the future of Warren County businesses,

7TH ANNUAL GOLF THING ~ AUGUST 14, 2006

Now is the time to get in on the most novel golf outing this summer...the Warren County Regional Chamber of Commerce's "Golf Thing". For the seventh year in a row, golfers will be out in full force to take part in this relaxed summer event that has become a time-honored tradition.

Known for its non-traditional informality, the "Golf Thing" will be held at Mine Brook Golf Club in Hackettstown on Monday, August 14th. The basic fee of \$99.99 includes golf, cart, lunch and dinner. Registration will begin at 10:30 am with a shotgun start (4-man scramble) at **NOON**. Following the golfing, a brief awards dinner will be held in the dining room of the club.

Sign-ups are now being held for those interested in participating as a single golfer or as part of a group. Several levels of sponsorships are available and are packaged to include combinations of golf fees, signage, advertising, and dinner. Tee sign sponsorships are also available.

For more information on "Golf Thing" sponsorships or to reserve a spot, contact the Chamber office at 908-835-9200, via e mail at info@warrencountychamber.org, or visit the Chamber's website, www.warrencountychamber.org. This is a popular event, so early reservations and sponsorship sign-ups are encouraged.

WARREN COUNTY REGIONAL
CHAMBER OF COMMERCE

2006 GOLF THING & SUMMER GOLF SERIES

Golf Thing

Minebrook Golf Club
Monday, August 14, 2006
12 noon Shotgun Start



Be on Par with Third Thursday

Hawk Pointe - May 18th Pitch-Putt-Drive
Architects Golf Club - July 20th 9 hole round -
TWICE THE FUN IN HALF THE TIME
Water Gap Country Club - September 21st 9 hole round -
TWICE THE FUN IN HALF THE TIME

Golf will be held from 2 pm -5 pm.
Networking will take place from 5 pm - 7 pm.

Register for all four events by May 15th and pay only \$175.00.
Retail value is \$250.00, a \$75.00 savings.
Play the "Golf Thing" and one other venue of your choice for \$130.00.
Contact the Chamber to reserve your individual or group space.

UPCOMING EVENTS JUNE, JULY, AUGUST 2006

This month we will hold our monthly **AM Biz** morning networking session at Warren County Community College, 475 Rt. 57 West, Washington. AM Biz will be held on Friday mornings, June 2nd, July 7th and August 4th. Each month this event begins at 7:15 am. This event is **FREE** to members. Non-members can utilize a one-time free pass.

Our monthly **BUSINESS OVER BREAKFAST** series will be held on Wednesday, June 14th at Lost Ladies Cafe in Washington. The topic will be "Seven Steps to Successful Presentations" with Bob Sivori.

In July, the event will be held on the 12th at The Inn at Panther Valley in Allamuchy. The topic will be Human Resources with presenter Victoria Mavis, President of Core People Resources.

In August, the event will be on the 9th at The Stardust Diner in Hackettstown. We will speak with representatives from the State of New Jersey Department of the Treasury's Division of Taxation. Information regarding new tax policy and more. As a taxpayer you do not want to miss this informative session "The Taxman Cometh... What may the 2006 Taxes bring us"

This event costs \$15.00 for members and \$20.00 for non-members. A breakfast is included in the price. Time 7:45 a.m. - 9:00 a.m.

The monthly series **SECRETS OF SUCCESS** luncheon will be held this month on Wednesday, June 28th at the Comfort Inn, 1925 Route 57 West in Mansfield. Presenter Edward

McMillian will speak on "Fraud: How it Happened and How to Prevent it!" This highly valuable presentation will be held from 1:00 pm - to 4:00 pm and costs \$50.00.

In July, the event will be held at Hawk Pointe in Washington on the 26th. The American Red Cross will present on "Preparedness for Businesses."

In August, the luncheon will be on the 23rd at at Good Times in Oxford. This will be a legislative meeting with Congressman Scott Garrett.

This event costs \$20.00 for members and \$25.00 for non-members. Time 11:45 am - 1:00 p.m. A lunch is included in the price.

Third Thursday, our monthly after hour's social and networking event, will be on July 20th in conjunction with our Summer Golf Series at Architects Golf Club in Harmony. We will not be holding this event in June and August. This event is FREE.

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MEMBERS IN THE NEWS - INTERFAITH HOSPITALITY NETWORK

You're a close-knit family that finds itself temporarily homeless due to circumstances beyond your control. Picture the fear of your family being split up to go to shelters, your children being pulled from their schools, husbands and wives separated. This is just the scenario that the Warren County Interfaith Hospitality Network was created to prevent.

Through a network of Warren County churches, civic and business organizations, and individual volunteers, WCIHN provides safe, home-like emergency shelter and meals while keeping families together and allowing children to continue in their own schools. IHN also provides programs for locating and securing permanent family housing,

employment and job training, assistance in repairing credit, and help rebuilding savings. Nationally, more than 4000 church congregations have joined with civic and business groups to help more than 130,000 homeless families. Last year 83% found permanent or transitional housing through the efforts of IHNs.

Chamber members can join in this important effort through charitable donations, volunteering time and expertise, or contributing personal and household goods. For more information, contact Richard B. Smith, WCIHN Coordinator, 401 Aldin Road, Stewartsville, NJ 08886. Phone: (908) 479-6737. Or visit www.wcihn.org on the net.

MEMBERS IN THE NEWS ~CENTENARY COLLEGE

LONGTIME HACKETTSTOWN RESIDENT TO CONDUCT BOOK SIGNING AT CENTENARY COLLEGE

Maryann McFadden, will be celebrating the launch of her novel, *The Richest Season*, at Centenary College on June 2, 2006 at 7 p.m. in the Front Parlors of the Edward W. Seay Administration Building. Members of the community are invited to attend.

MEMBERS IN THE NEWS ~ COVANTA RECEIVES AWARD

On May 17, 2006 the employees at Covanta Warren Energy Resource Co., L.P. in Oxford, N. J. had the honor of receiving a Safety Achievement Award from the Commissioner of Labor and Workforce Development of the State of New Jersey. The award was presented for accumulating 300,647 consecutive hours of

work without a disabling injury. The employees have worked for over three years without a lost time accident, and the management of Covanta is extremely proud of everyone at the facility for making a strong commitment to the safety program and for achieving this milestone.

MEMBER SPOTLIGHT ~ CONTOURS EXPRESS OF MANSFIELD/HACKETTSTOWN

Women now realize the importance of weight bearing exercise to improve bone density, develop lean muscle for toning and weight loss, be stronger and have more energy.

With energizing music, workouts are easy, fast and fun. Individual training is provided and all members receive a free guide for weight loss and healthy eating.



The Cardiofit™ circuit is designed for women with smaller, easy to adjust weight-resistance machines. There are cardio stations between machines, stationary bikes and an elliptical for warm-up and cool-down, and a stretching area with additional equipment for spot toning.

Contours Express is located in a new strip mall on Route 57 behind Ruby Tuesday's. For more information please call 908-852-7979. The franchise website is www.contoursexpress.com.

WELCOME NEW MEMBERS

CRUISE PLANNERS OF NWNJ, LLC

Michael Tietjen
3 Mesa Ct
Oxford, NJ 07863
(908) 453-4307
mtietjen@cruiseplanners.com
www.cruiseplannersnwnj.com
(Travel Agencies)

SKYLANDS OF NEW JERSEY TOURISM COUNCIL, INC.

Lisa Marie Arieno
10 Bridge Street Suite 2E
Frenchtown, NJ 08825
(800) 475-9526
edirector@skylandstourism.org
www.skylandstourism.org
(Nonprofit Organizations)

TRUARC COMPANY LLC

Peter Lowe
125 Bronico Way
Phillipsburg, NJ 08865
(908) 859-4266
plowe@truarc.com
www.truarc.com
(Manufacturing)

UNION STATION GRILL

Meredith Fertin
9 Union Square
Phillipsburg, NJ 08865
(908) 387-1380
meremac410@yahoo.com
www.theunionstationgrill.com
(Dining-Restaurants)

VALLEY CHIROPRACTIC & WELLNESS CENTER, LLC

Dr. Michael Hyjek
2 Mountainview Avenue
Long Valley, NJ 07853
(908) 876-8777
valleychiro@gmail.com
www.provalleychiro.com
(Health Care-Chiropractors)

WASHINGTON TWP. ECONOMIC DEVELOPMENT COMMISSION

Alan Lowcher
350 Route 57 West
Washington, NJ 07882
(908) 689-7200
www.washingtontwp-warren.org
(Economic Development)

14TH ANNUAL SPRING FESTIVAL ... SUCCESS!!!

We are pleased to report that this was a fantastic year for weather and in terms of attendance and participation. The Festival would not have been possible without interest and involvement from our sponsors, many volunteers, and the Spring Festival planning committee, chaired by Judith Wiegand.

Once again, our primary sponsor, Masterfoods USA stepped up to the plate as good neighbors. As always, the yellow M&M held center court while gracious Masterfoods' employees distributed 14 tons of candy products to eager festival attendees.

Hackettstown Regional Medical Center, another Festival sponsor, was also present with a tent full of healthy items, free snacks and many volunteers on hand to share the good news about all the technological advances and enhanced facilities that Hackettstown Regional Medical Center has to offer. On Saturday the hospital held a Teddy Bear clinic that was a huge success to all younger attendees. Over 15 area non-profit organizations took advantage of the reduced fees in the non-profit tent to share their message with the public.

Skylands Community Bank offered their support through their sponsorship of the Business Expo tent, and as a result,

over 40 businesses and organizations took advantage of the opportunity to bring their messages and products to the thousands of attendees in a relaxed setting, outside of their traditional places of business.

Thanks also to Norman Worth, Russ Long and Pat Layton and all the great folks at WRNJ Oldies 1510 helped publicize the Spring Festival. Additionally, we thank PNC Bank for sponsoring the Festival's Entertainment Tent. Nitecap and JamBone performed to a packed tent on Saturday night.

Centenary College deserves special recognition for their assistance in many portions of the festival, including trash removal, clean-up of the fields, use of their parking facilities and grounds. Thanks to all of our sponsors and special thanks to often-overlooked portions of the Festival, our tent, table, chair and helium providers, Super Stuff Party Supply, Grand Rental Station, Taylor Rental of Washington and our sound engineer, Jerry Shortall.

Thanks to everyone, including the residents who come back with their families each year, for making the 14th Annual Spring Festival such a success.

business friendly

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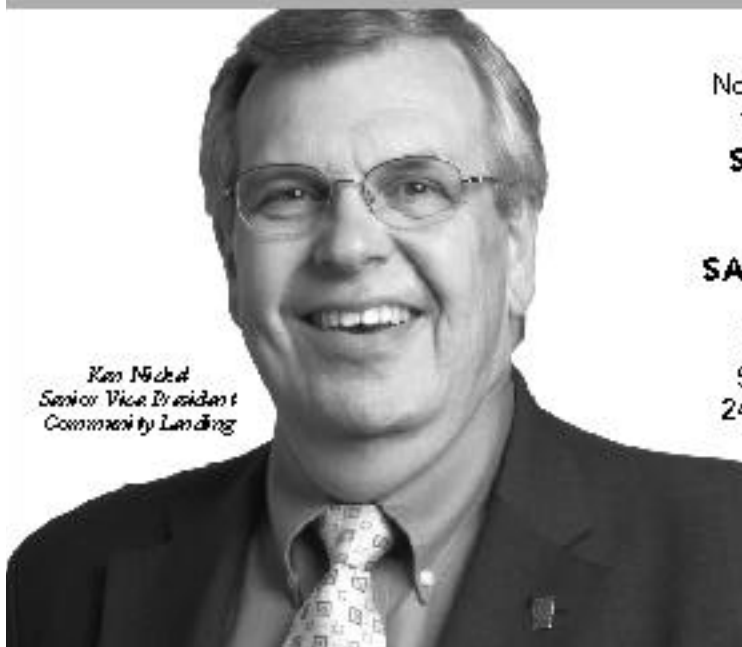
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Senior Vice President
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SAVE THE DATE

**WARREN COUNTY
COMMUNITY COLLEGE**

SATURDAY, SEPTEMBER 30, 2006

1:00 P.M. TO 10:00 P.M.

Contact The Chamber at 908.835.9200 to register

SENIOR EXPO SAVE THE DATE

"LIFESTYLE EXPO FOR THE ACTIVE ADULT"

WARREN COUNTY TECHNICAL
SCHOOL ROUTE 57 WASHINGTON, NJ

SATURDAY, OCTOBER 21, 2006 10 A.M. - 3 P.M.

Contact The Chamber at 908.835.9200 to register



**Tickets \$25.00
\$45.00 Couple
\$160 Table of 8**

Sock Hop!
Friday, June 2, 2006 ~ 7 to 11 pm
Reeves Gymnasium, Centenary College

Listen to Doc South Spin the Oldies!

~ A Special Community Event Brought to You by
The Hackettstown Business Improvement District ~
and co-sponsored by



BUILDING AND FINANCING YOUR BUSINESS WITH THE SBA



JUNE 21, 2006

U. S. Small Business Administration,
Two Gateway Center, Newark, New Jersey 07102
973-645-2434

FINANCIAL AND TECHNICAL ASSISTANCE FOR SMALL BUSINESS

IN COOPERATION WITH:
U. S. Small Business Administration
Skylands Small Business Development Center
Phillipsburg Chamber of Commerce
Warren County Regional Chamber of Commerce
Phillipsburg Free Public Library

WHEN: Wednesday, June 21, 2006
Library 6:30 p.m. – 8:30 p.m.

WHERE: Phillipsburg Free Public
200 Frost Avenue Phillipsburg, NJ

This seminar, conducted by the U. S. Small Business Administration and the New Jersey Small Business Development Center, is designed to provide individuals that are in business or thinking of starting a business with information on the business loan programs and technical assistance programs offered by the SBA. Leading area bank lending officers will also be on hand to discuss their role in the SBA's Guaranteed Lending Program. Lenders will discuss what goes into a comprehensive loan proposal, how to increase your chances of getting a loan and how to get through the loan application process.

Following the presentations, representatives from the U.S. Small Business Administration (SBA), SCORE - Counselors to America's Small Business, the Small Business Development Center (SBD C) and local SBA Lenders will be available for individual consultations.

By attending this seminar, you can find out about the SBA's business loan programs, including the 7(a) Loan Guaranty Program, the MicroLoan Program, the 504 Fixed Asset Loan Program and the most popular of all of the SBA's loan programs – SBAExpress. Participants will have the opportunity to discuss their potential loan application with several bank loan officers.

This seminar is FREE; pre-registrations are required due to limited seating.

TO REGISTER CALL Deb Messling at the Phillipsburg Library at 908-454-3712

The New Jersey Small Business Development Centers (SBD C) network is partially funded by the U.S. Small Business Administration, the New Jersey Commerce, Economic Growth & Tourism Commission and Rutgers Business School Graduate Program-Newark and New Brunswick. SBA's funding is not an endorsement of any products, opinions, or services. All SBA-funded programs are extended to the public on a non-discriminatory basis. Reasonable accommodations for persons with disabilities will be made, if requested at least two weeks in advance by contacting Diana Parra, U.S. Small Business Administration, Two Gateway Center, 15th floor, Newark, New Jersey, 07102 (973) 645-2432.

WARREN COUNTY REGIONAL
CHAMBER OF COMMERCE



Phillipsburg Area
Chamber of Commerce
Building Business and Community



WARREN COUNTY REGIONAL
CHAMBER OF COMMERCE

10 Brass Castle Road
Washington, NJ 07882

Phone: 908.835.9200

Fax: 908.835.9296

Email: info@warrencountychamber.org

WE'RE ON THE WEB

WWW.WARRENCOUNTYCHAMBER.ORG

FOCUSED ON THE FUTURE OF WARREN COUNTY BUSINESSES

SUMMER 2006

SCHEDULE OF EVENTS

6/02/05 - **AM Biz Networking**, 7:15 am - 8:30 am at Warren County Community College, Washington.

6/14/05 - **Business over Breakfast**, 7:45 am at Lost Ladies Cafe in Washington.

6/28/05 - **Secrets of Success Luncheon**, 1:00 pm at The Comfort Inn in Mansfield.

7/7/05 - **AM Biz Networking**, 7:15 am - 8:30 am at Warren County Community College, Washington.

7/12/05 - **Business over Breakfast**, 7:45 am at Panther Valley Golf Club in Allamuchy.

7/26/05 - **Secrets of Success Luncheon**, 11:45 am at Hawk Pointe in Washington.

8/04/05 - **AM Biz Networking**, 7:15 am - 8:30 am at Warren County Community College, Washington.

8/09/05 - **Business over Breakfast**, 7:45 am at the Star Dust Diner in Hackettstown.

8/14/05 - **6th Annual Golf Thing**, 10:30 am registration at Mine Brook Golf Club in Hackettstown.

8/23/05 - **Secrets of Success Luncheon**, 11:45 am at Good Times Restaurant in Oxford.