

C o m m e n t a r y

A Publication of the Warren County Regional Chamber of Commerce

Volume 9, Issue 3 March 2010



7th Anniversary Celebration

March 5, 2010

7:15 a.m. - 8:30 a.m.

Warren County Community College

475 Rt. 57 West, Washington

*Find out what AM Biz Power Networking is all about
and have a chance to win FREE advertising.*

Registration is required to be eligible to win.

For information and registration, contact the Chamber by email at
rsvp@warrencountychamber.org.

Women In Business Breakfast

Friday, March 19, 2010

7:45 a.m. to 9:30 a.m.

Comfort Inn Hotel, 1925 Route 57 West, Hackettstown



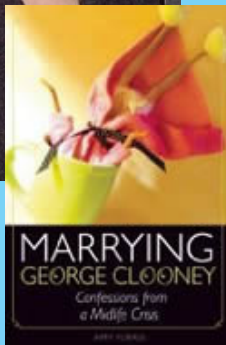
Guest Speaker Amy Ferris

Author of

*Marrying George Clooney:
Confessions from a Midlife
Crisis*

Members \$30.00 Non-members \$40.00

For information and registration,
contact the Chamber by email at rsvp@warrencountychamber.org



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What Will Make an Immediate Difference to Your Small Business (and How the Chamber Can Help)

by Mary Kurek, Visibility Consultant
<http://www.marykurek.com>

Okay - admit it. Over the holidays, you found yourself moaning and groaning through your cocktails about how bad business has been this year. You probably even pointed the finger of blame at local organizations whose job you feel it is to look after business.

It's natural, but it's not useful. Your most proactive position right now is to get rid of the whining and blaming - and get "real" with what you need to do. You have a few questions to ask yourself now.

1. Have I been conscious of the ROI I need to get from good business decision-making, or have I been making decisions based on something else?
2. Do I have clear operational guides (job descriptions, budget, personnel policies, evaluations contracts, processes)?
3. Have I practiced "deal-making" and seeking "collaborative promotional arrangements" with fellow local businesses?
4. Have I "sought" educational opportunities available locally that boost my technological and online intelligence?
5. Have I surveyed my customer base to keep up with how they receive marketing messages and what they want?
6. Have I participated in events and activities to make a difference for fellow business owners where I could?

My experience tells me that most of you are going to respond with a "who has the time?" defense. Here's my response: no matter what amount of money you spend with another person/entity to help you improve your business, ultimately it's up to you to ensure you are getting your ROI.

I knew a business owner who paid \$800 a month to a firm that was supposed to be writing and placing blog postings online. After a period of time, it was evident by the business owner that he really was paying for nothing. He couldn't find the postings -- hadn't checked for months until it crossed his mind. Thousands of dollars wasted.

Where you spend money that is intended to benefit your business -- it is your business to make sure you get what you pay for. Chamber of Commerce included. Talk to the staff - find out how to make the most of your membership.

Your Chamber is producing free or low-cost workshops. If they aren't the ones you need, tell them what's important to you.

A Chamber always endeavors first to spend money with its members - but it's up to you to put a proposal in front of them. They are a business, just like you.

If you need help spreading the word about an event or would like Chamber representation, inform them.

And, if your Chamber thinks social media is important enough to produce a workshop on it and charge you \$75 to attend, tell them you better find them on Twitter and Facebook, too.

Hopefully, at the end of this year, you'll be bragging about business and your Chamber over cocktails. But, if you aren't, vent to the people that can make improvements.

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Stephanie Rummerfield, *Membership Manager*

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Robert L. Goltz, *Publisher*

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Chamber of Commerce

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Chamber Looks Toward Continued Growth in 2010

“The new word moving forward is ‘change,’ remarked Nancy Ann Post, Chairperson of the Board for the Warren County Regional Chamber of Commerce, speaking before members of the Chamber and Warren County



business community at the Annual Meeting held February 24, 2010 at Hawk Pointe Golf & Country Club in Washington. “We need you to step up to the plate.”

Post, of Unity Bank, thanked the outgoing board members who “laid the groundwork” and she urged attendees to work with the Chamber to move toward the future.

Chamber President and CEO Robert Goltz reviewed 2009 accomplishments and challenges. He noted that even though the Chamber did lose funding in government contracts and grants, which he said would be recouped in 2010, the situation opened the door to unexpected opportunities.

“It made us look at our organization and resources,” he said. “We took advantage of that and found programs to partner with.”

Looking to the future Goltz said that the Chamber would be expanding initiatives in tourism, economic development, legislative activity and member development and training programs. He highlighted some new member affinity programs such as Ad Diner and Chamber Mail (see page 11) and new Chamber events starting with the upcoming Business Expo on March 6. Goltz also said that

the Chamber will be increasing its visibility through advertising and promotion, including radio, television, and billboards.

“We have been encouraging our members to market their own businesses,” he said. “Now we are going to put our money where our mouth is.”

Goltz remarked that the commitment of the new board was stronger than ever and urged Chamber members to participate.

“We are looking for new ideas and for people to help us move forward in sponsorships, time and resources,” Goltz said.

Also in attendance at the Annual Meeting were Dana Coates from Congressman Scott Garrett’s office and Nancy Brown, representing Assemblyman John DiMaio.

2009 Highlights

New Procedures

- Strengthened Government & Legislative Affairs
- Placed a focus on media/marketing outreach
- Expanded consulting services to membership
- Focused on Grant Development
 - resulted in \$70,000+ in funding
- Strengthened council model for Chamber

New Events

Warren County Classic Car Show

Economic Development

- Created a publication to promote economic development
- Began economic development inventories of our municipalities

Tourism

- Promoted agri-tourism on radio, billboards and in print
- Expanded website capabilities
- Branded the Mobile Information Center

2010 Initiatives

New Programs

Ad Diner Member Benefit Program
Chamber Mail
Green Plus certification program

New Events

Business Expo, March 6
Easter Egg Hunt, March 27
Phillipsburg Downtown Motor Madness, June 5

New Affiliations

American Red Cross
- training programs for members



Outgoing Warren County Regional Chamber of Commerce Board members received recognition for their service and dedication. From left: Board Chairperson Nancy Ann Post of Unity Bank with honorees Andrea Kirchuk of Computer Images Web, Marian Bredin of Good Impressions and Gregory Ackerson of Blue Ridge Lumber. Ron Harding, outgoing chairperson, was not in attendance.



March 5, 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, March 12, 2010
 7:45 a.m. to 9:00 a.m.
 Warren County Regional Chamber of Commerce
 74 S. Main St., Phillipsburg

Friday, March 26, 2010
 7:45 a.m. to 9:00 a.m.
 Warren County Regional Chamber of Commerce
 10 Brass Castle Rd., Washington

Windows® 7. Find out what the buzz is all about. Here's your chance to get up close and personal with the latest productivity enhancements, as well as safety and security improvements. Find out how Windows 7 helps your business work the way you want. You can share files and devices easily, find the information you need, stay productive anywhere and protect your data so you can spend more time helping your business grow. See a live demo of Windows 7 and try it out for yourself at live demo stations. Ask Microsoft Partners questions about upgrading your system. As an attendee of the event you may be eligible to receive a \$150 Technology Deployment Services Voucher to be used towards technology deployment services from a Microsoft partner of your choice to assist you with the installation of Windows 7 when used in conjunction with a purchase of Windows 7 through a Microsoft Volume License Agreement. For full terms and conditions visit: <http://mscommunityconnections.com/terms.aspx?tp=1>. For more information and registration, contact the Chamber by email at rsvp@warrencountychamber.org or visit www.warrencountychamber.org.

Speaker: Jeffrey Jewell, Owner of Jewel Computing Solutions

Members: Free Non-members: \$10.00

Women in Business

Friday, March 19, 2010
 7:45 a.m. to 9:30 a.m.
 Comfort Inn Hotel
 1925 Route 57 West, Hackettstown

"Marrying George Clooney: Confessions from a Midlife Crisis"

While wide awake in the middle of the night Amy Ferris began chronicling every one of her funny, sad, hysterical, down and dirty, and raw to the bones stories. Along with fantasizing about marrying George Clooney, Ferris is faced with a plethora of other insomnia-induced thoughts and activities. From googling old boyfriends to researching obscure and fatal diseases on the web. She worries endlessly about her husband, relies heavily on Ambien, and tries to arrange care via the Internet for her mother (who has both severe dementia and a massive love-bubble crush on Jesus Christ)-all while refraining from lighting up just one more cigarette. Come out and meet this author, writer and speaker Amy Ferris.

Members: \$30.00 Non-members: \$40.00

Chamber Takes Lead in Green Certification Initiative

The Warren County Regional Chamber of Commerce is the first business association to offer the Green Plus™ sustainability education and certification program in New Jersey to its members.

Green Plus is a green and sustainable small business certification and education program



GREEN PLUS
 Institute for Sustainable Development

that gives employers affordable, practical support in succeeding financially while being good to their environment, employees and community.

Green Plus™ was developed by the North Carolina Research Triangle based Institute for Sustainable Development - a combined effort of universities and chambers of commerce to provide smaller employers with affordable tools to improve their triple bottom line sustainability. The Green Plus™ model was developed by University of North Carolina at Chapel Hill's Kenan-Flagler School of Business in 2007. UNC Chapel Hill and Duke University developed online sustainability tools for small business that were tested in Ohio and North Carolina throughout 2008.

The Chamber Green Plus Program is sponsored by:

Mallinckrodt Baker



Member Spotlight

Something for Everyone

North Warren Farm & Home Supply Puts Stock in Customer Service

If North Warren Farm & Home Supply doesn't have it, chances are you don't really need it. Located on Bridge Street in Blirstown, this "mom and pop" Mecca of all things useful has been a staple of the community since 1978. Second-generation proprietors Mary Ann Ropek and her brother David Shotwell assumed ownership of the business in 1990 and have since continued the hometown feel and attention to customer satisfaction.

"We offer good service, reasonable prices and a friendly atmosphere," said Ropek.

North Warren Farm & Home Supply is a True Value and Agway retailer selling all types of hardware and supplies, including tools, paint, lawn and gardening products and more. The adjacent feed store carries food for large and small animals. As an added convenience, delivery is still on option.

The store's diverse inventory is complemented by a knowledgeable staff that is happy to share their expertise with the growing number of do-it-your-selves that come through the door.

"We have employees who can tell you how to fix anything in your house," said Ropek. "Whatever you need, they will step you through the whole process."

She also pointed out a common misconception that smaller retail operations such as hers are more expensive than the "big



box" stores. She said that pricing at North Warren Farm & Home Supply is very comparable.

"We are not automatically higher because we are a 'mom and pop' store," she said.

The business has thus far weathered the economic downturn fairly well, according to Ropek. However, she has noticed a few changes in customers' buying habits.

"More people will ask how much something is before buying it," she noted. "And, instead of stockpiling, people are buying only what they need."

Ropek's family has been in the Blirstown area for generations and many of her customers also are neighbors and friends. Therefore she makes community outreach part of her business through donations to local schools and sports teams as well as fundraising events.

North Warren Farm & Home Supply is undergoing some updates within the store and Ropek is considering stocking more gift items in the future. But there's one thing that won't change.

"We will keep that good old country atmosphere and personalized service," Ropek said.

New Members

John W. Riebling, CLU, ChFC, CFP- New York Life

23 Gentry Dr., Long Valley, NJ 07853
Phone: (908) 852-3331
Fax: (908) 852-7450
Web: www.jriebing.com
Insurance Services

Heart & Soul Handyman Services, LLC

277 Buckhorn Dr., Belvidere, NJ 07823
Phone: (908) 455-0447
Fax: (908) 453-3810
Email: heartandsould@embarqmail.com
Contact: Dave Blaine
Handyman/Remodeler

Extreme Marketing

495 South Main St., Suite A
Phillipsburg, NJ 08865
Phone: (908) 859-3678
Fax: (908) 847-0278
Email: judi@extrememarketingnj.com
Web: www.extrememarketingnj.com
Contact: Judy Painter
Marketing

Valley National Bank – Belvidere

540 CR 519 Suite 9, Belvidere, NJ 07823
Phone: (908) 475-5633
Web: www.valleynationalbank.com
Financial-Banks

Valley National Bank – Tranquility

Route 517 at Kennedy Rd.
Tranquility, NJ 07879
Phone: (908) 852-0161
Web: www.valleynationalbank.com
Financial-Banks

Valley National Bank – Blirstown

128 State Route 94, Blirstown, NJ 07825
Phone: (908) 362-8391
Web: www.valleynationalbank.com
Financial-Banks

CHAMBER CHAMPIONS



"I'm so thankful for the connections made at our monthly AM Biz meetings! Josh Clarkson of PNC and the whole PNC crew make banking a simple and pleasant experience."

-Jewels Bauer Quelly, Angel Food Personal Chef Service and Catering Company

"I really enjoyed the meeting this morning and the various discussions that came up concerning Social Media. Meeting in the Chamber office created a very informal environment that was conducive to asking questions and getting feedback. I was glad I was there to provide additional input where I could. Thanks, Bob."

-Andrea Kirchuk, Computer Images Web

New Policy on Invoices

Starting March 1, 2010, the Warren County Regional Chamber of Commerce will begin adding a 1.5% per/month finance charge on all invoices 90 days past due. For information contact the chamber through email at info@warrencountychamber.org

Members in the News



Bowl For Kids' Sake Set for April

Big Brothers Big Sisters of Hunterdon Somerset & Warren's (BBBSHSW) Bowl for Kids' Sake fundraiser is scheduled for Saturday, April 17 at Strike 'N Spare Lanes in Green Brook, Sunday, April 18 at Warren Lanes in Phillipsburg, and Saturday, April 24 at Oakwood Lanes in Washington. This year's event begins at 11 a.m. and participants are asked to arrive 15 minutes early to sign in and get settled on your lane. Participants are asked to raise \$65 in pledges per adult bowler, \$30 for children and students. Pledge sheets and money are due on event day. Adults who raise \$125 or more and students or children who raise \$100 or more will also receive a \$25 Gift Card. The bowling and shoe rental are free as well as the t-shirt, snacks, and lunch. To receive a brochure and pledge sheet, contact Erikka Bahnuk at 908-689-0436 or erikkabbbswc@comcast.net, or visit the organization's online fundraising site at www.bfkshsw.kintera.org to register as a team or individual. This site allows participants to create their own fundraising page, solicit and receive donations. You can also create a team of 4-6 bowlers and as team captain you'll receive a special thank you. Anyone not available to bowl can still make a donation to sponsor a bowler, team, or the general event fund.

BBBSHSW is a nonprofit organization dedicated to matching children communities with Big Brothers & Big Sisters who act as cheerleaders, friends & mentors. All monies from fundraising efforts remain in Warren County and directly impact the lives of local children. The average cost of a match for one year is \$843. Last year's Bowl for Kids' Sake raised almost \$50,000.

NORWESCAP Program Wins Award

NORWESCAP has received the 2010 NJBIZ Non-Profit Innovation Award for Financial Growth and Stability for its Arthur & Friends Greenhouse Project, a job training program that teaches disabled and disadvantaged participants how to plant, tend, harvest and sell hydroponically-grown produce. The goal is to prepare students for jobs in agriculture, management and sales. Thus far, more than 12 people have completed the training and several have secured jobs.

The program is expected to become self-sustaining, producing revenue to fund other ventures. "We're very excited to be recognized by the business sector for our work and that of the non-profit community 'in making the most out of every dollar and thinking creatively about our mission,'" said Terry Newhard, NORWESCAP CEO and executive director.

Located in Phillipsburg, NORWESCAP is a private non-profit organization that serves the low-income public in Hunterdon, Sussex and Warren counties. For information visit www.norwescap.org.



Kenneth Wieceorek, President pro tem, Borealis Compounds Inc. of Port Murray, New Jersey, presented Helene Meissner, Director of NORWESCAP with 130 pounds of food stuffs contributed by the employees and the company.



*Coming June 5, 2010
Sponsors and Participants Needed
For information, contact the Warren
County Convention & Visitors
Bureau at 908-835-7916*



Hotel Belvidere Invites and Delights Warren County Visitors



It has always been the Hotel Belvidere – since 1831. In fact, its very structure discourages any change in purpose, as owner Sidney Deutsch discovered in 2003 when he undertook the transformation of the establishment that today provides distinctive and

comfortable accommodations to guests from Warren County and far beyond its borders.

When he started on his venture, Deutsch considered converting the hotel into apartments but was impeded by walls that could not be moved. So, sticking with the original concept and architecture, he gutted the entire building, brought the 19th century plumbing up to date and opened the doors in 2006 to a reincarnated Hotel Belvidere.

“Other than leaving a couple of doors and windows, we had to renovate everything,” Deutsch said, noting that the center hall stairway treads also are original.

The hotel features 15 rooms and six suites all with local phone service with voice mail, Direct TV and Internet access. The suites are set up with a living room, bedroom and bathroom and feature a refrigerator and microwave. A small conference room on the first floor is available for meetings and there is access to other business amenities in the main office. Deutsch also leases 2000 square feet at the back of the hotel to the county as multipurpose space to use while renovations take place in the county facilities.

Centenary Stage Company Celebrates the Blues

The Centenary Stage Company is going back to the roots of American music as host of the 1st Annual Centenary Mini-Blues Festival featuring Peter Karp, Sue Foley and Shoe Suede Blues with original Monkee Peter Tork the weekend of March 12-13, and Ernie Hawkins on Saturday April 17.

The Mini-Blues Festival, presented by PNC Bank and with major support from The Skylands Music & Arts Alliance and elite sponsorship from Kevil Chevrolet, will feature music both nights, preceded by “matinee shows” at Marley’s Gotham Grill in the late afternoon from 4-6 p.m. and “post-show parties” both nights at Charlie Brown’s, from 10:30 p.m. to midnight. The Centenary shows begin at 6:30 each night and go to 10 p.m.

The festival also is sponsored by GBW Insurance, The House of the Good Shepherd Continuing Care Community, Good Impressions, the Wyndham Garden Hotel - Mt. Olive, Warren County Convention and Visitors Bureau, and Michael Alper, Esq.

For ticket information go to www.centenarystageco.org or phone 908-979-0900.

The quaint lobby features continental breakfast fare for patrons and wine by the glass or bottle for guests, stop-in visitors and special events. The open porch with café tables and chairs allows visitors to enjoy the sights of Belvidere in the warmer seasons.

Hotel Belvidere boasts a diverse guest list, the majority consisting of tourists who come to the Warren County area for events, fall foliage, fishing, hunting and other recreation. It has become a hub for people attending special events such as weddings or family reunions and there is the occasional local guest just interested in a weekend retreat. Local businesses such as DSM consistently use the hotel to put up colleagues from other parts of the state, country or world.

“We truly are an international hotel,” said Deutsch. “We have had guests from China, South Africa and Europe. Some come back with their families.”

Taking advantage of its unique setting in a historic location, the hotel also participates in local events such Victorian Days and Christmas in Belvidere. Deutsch also has been hosting wine tastings and cocktail parties and is considering other events such as murder mystery weekends.

Deutsch works with the Chamber of Commerce on events and activities and in helping to promote Belvidere as a tourism destination. Although the economy has affected his business, Deutsch said things are starting to loosen up and he has faith that economic confidence will return.

“Americans can only stay in for so long,” he commented.



March 27, 2010

Hatchery Fields

Reese & Fifth Avenues, Hackettstown

For information, contact the Warren County Convention & Visitors Bureau at 908-835-7916.



LEGISLATIVE UPDATE



Chamber Appeals to State to Keep Unemployment Fund Intact

The Warren County Regional Chamber of Commerce is petitioning state lawmakers to pass legislation that will ensure the integrity of the nearly depleted state unemployment fund should businesses be called upon to shore up the fund with a new employee tax that could cost them up to \$1000 per worker.

Governor Chris Christie has asked the Federal Government for assistance to replenish the fund, which will be in debt by as much as \$1.6 million by March.

Chamber President and CEO Robert Goltz explained that the problem stems from a diversion of past funds by the state government from the unemployment coffers to other areas.

In a recent 69 News interview, Goltz remarked, "The business community really has already paid their dues. This problem wouldn't be here if the state government wouldn't have taken the money in the first place. They took about \$3.6 million, between 1993 and 2006 and moved it to another area."

If businesses do end up bearing the burden of replenishing the fund, Goltz said he is calling on lawmakers to introduce legislation that will ensure the money is kept in the fund to

prevent a similar scenario in the future.

"I urge businesses to join me in writing or calling our representatives in the State House and urging them to put some protections in place in the event this new tax is imposed," Goltz said.

For more information, contact the Warren County Regional Chamber of Commerce by email at info@warrencountychamber.org.

Interested in strengthening the
voice of business?

Join the Warren County Regional Chamber of
Commerce Government & Legislative Affairs
Committee.

Send an email to info@warrencountychamber.org
...and get involved.

Too Busy to Cook?

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Corporate Parties and Luncheons

NEW!

Cocktail Parties To Go!

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908.689.9530

Community Health Improvement Coalition Launches Health Survey

Warren County's Community Health Improvement Coalition (CHIC) today launched a survey of health issues for residents ages 18 and over, with responses being sought until mid-March.

"We're surveying knowledge, attitudes and behaviors," said coalition Chairwoman Donna Rue, Community Health Educator for the Warren County Health Department.

The survey includes sections on nutrition, physical activity, alcohol, tobacco and drug use, mental health awareness, transportation use and issues, access to health care, general health status of the county, and quality of life issues. Due to a large amount of information being gathered, the questions have been divided into two surveys, with the second survey to be conducted later this spring.

An additional survey aimed specifically at youth ages 12 to 18 is being developed and will be released in late February.

Survey results will help the county to improve health efforts, such as programs to assist people to make better food choices, develop better eating habits, improve driving behavior, increase physical activity and take other steps to lead healthier lives. Health planning might involve developing community policies or environmental improvements such as safer playgrounds, walkways to school and roads, or creating opportunities for community gardens or mobile vegetable vendors. The results also will aid area agencies in developing local statistics needed when applying for grants and funding assistance, and help them reassess priorities for distribution of services.

"There are so many avenues we're looking at – it's not just

disease," Rue said, noting that prevention plays a big part in health education and health promotion.

"This survey is only a piece of the work the coalition is doing," Rue said, adding the county is also looking at statistics for diseases, chronic illnesses, accidents, crime, lack of services and other factors that reflect the health of the community.

The coalition includes representatives from the county Health, Human Services, Planning, and Public Information departments; Rutgers Cooperative Extension of Warren County's Division of Family and Community Health Sciences; Hackettstown Regional Medical Center; Warren Hospital; United Way of Warren County; NORWESCAP; Center for Prevention Resources; the Domestic Abuse & Sexual Assault Crisis Center; Warren County Regional Chamber of Commerce; community volunteers; and other local social services agencies,

Organizers hope to get at least 1,000 responses to the survey. "We're aiming to get as many people as possible," Rue said, adding, "The more responses we get from residents, the more accurate picture of Warren County we will have."

The survey takes about 10 minutes to do online, and participants remain anonymous.

Members of the public are welcome to join the coalition, which meets every other month at the county's Wayne Dumont, Jr. Administration Building in White Township. Anyone interested should contact Donna Rue at (908) 475-7963.



Public Health
Prevent. Promote. Protect.

"Help us help you by completing this survey!"

Warren County Community Health Information Survey

Help improve the lives of Warren County Residents! Come participate in the 2010 Warren County Community Health Information Survey. By taking the survey you can help us better understand the needs of the community.

→ This Survey is **Confidential and Anonymous** and only takes **10-15 minutes** of your time to complete!

→ Log online at <https://www.surveymonkey.com/s/WCCHIS>
The Warren County website at www.co.warren.nj.us

For more information or to obtain a paper copy of the survey contact:
Donna Rue, Health Educator 908-475-7963 or area social service agencies



W • C • E • D • C

Warren County Economic Development Corporation



Washington BID Honors Pesaniello and Rossi



DJ Pesaniello, Vice President of Wachovia Bank in Washington has been providing exceptional service for 31 years. She has received the “Top Performer” Award several times, is the recipient of the Certificate of Excellence, was listed in The Who’s Who National Directory of

Executives & Professionals and has been honored as “Spark Plug of the Year”. DJ assisted in the formation of the United Way of Warren County Chapter and has functioned in different capacities as Elder for the First Presbyterian Church of Washington. She served on the Warren Hills Chamber of Commerce and was a Director for the Washington Business Improvement District and still serves on several WBID and community committees.

Ed Rossi, owner of Rossi Chevrolet Buick GMC, Past President of the Washington Business Improvement District’s and a Board Director since 2003, was honored for his invaluable leadership. Under Ed’s guidance, the WBID has taken a lead role in pursuing business improvements for the Borough including the downtown’s recent \$2.1 million streetscape project He oversaw the completion of the parking lot in the center of the downtown, coming in well under budget and leaving the WBID with enough funds to begin the process of purchasing the former Antique Store lot for a town park. Additionally, he helped to move along downtown improvements. Ed has been a member and past president of the Washington Rotary since 1979 and is a New Jersey Director of Team Capital Bank.



Blues Festival, St. Paddy’s Parade part of huge upcoming weekend in Hackettstown

The first annual Centenary Mini-Blues Festival takes place at Centenary College March 12 and 13 with free pre-shows at Marley’s Gotham Grill on Main Street and post-show parties at Charlie Brown’s on Grand Avenue. On Sunday, March 14, Hackettstown steps off with its second annual St. Patrick’s Day parade at 3:30 p.m.

“This is going to be an incredible weekend of entertainment and fun in Hackettstown,” said David Rucki, Executive Director of the Hackettstown Business Improvement District. “We are really looking forward to hosting both of these great events.”

Last year’s parade drew thousands of spectators and included an array of bands, civic groups and friends of Hackettstown. Among the sponsors of this year’s parade is Kevil Chevrolet. Groups interested in participating in this year’s parade should contact the HBID office at 908-850-5004.

Workforce Training

Word II

March 4 & 5, 2010 - 9:00 a.m. to 1:00 p.m. (SOLD OUT)
Warren County Regional Chamber of Commerce
74 S. Main St., Phillipsburg

MS Word Level II: This class will introduce participants to the basic operations of Microsoft Word at the beginning level and introduce participants to additional operations of Microsoft Word. Word -2 Outcomes Upon completion of the training student/participants will be able 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; Insert a table in a document; and more. To register, email rsvp@warrencountychamber.org.

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



Excel II

March 11 & 12, 2010 - 9:00 a.m. to 1:00 p.m. (SOLD OUT)
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. Excel-2 Outcomes 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 alignment options in the format cells dialog box; Use and understand absolute cell references; Use and understand logical functions, i.e. the IF function, nesting IF functions; and more. To register, email rsvp@warrencountychamber.org.

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



Unemployment Rates

United States: 10%

New Jersey: 9.8%

Local: 9.4%

WCEDC's New Shopping Website Benefits County Businesses

The Warren County Economic Development Corporation (WCEDC) has launched a new web site geared at promoting local businesses throughout the Warren County area.

ShopWarrenCountyNJ.com enables businesses, for a fee, to list their company or organization including address, logo, description and contact information. Companies are categorized according to type of business and visitors can search by company name, type of product or service, location and distance. Advertising opportunities also are available on the site.

"This is a very effective, efficient and affordable way to attract customers," said Robert Goltz, WCEDC President and CEO. "It shortens the cycle of deciding what to buy and where to buy it. It reflects how people like to shop today."

ShopWarrenCountyNJ.com listings are available free of charge to members of the Warren County Regional Chamber of Commerce.

For more information or to feature your company on ShopWarrenCountyNJ.com, contact the Warren County Economic Development Corporation, 10 Brass Castle Road, Washington NJ 07882 by email at info@warrencountychamber.org or visit the website at www.ShopWarrenCountyNJ.com.

Goltz Gives Keynote Speech at Arkansas Chamber Function

Robert Goltz, President and CEO of the Warren County Regional Chamber of Commerce was the keynote speaker at the 2010 Arkansas Chamber of Commerce Executive Mini-Institute, held February 5 and 6 at the Holiday Inn Presidential Center in Little Rock, Arkansas. His topic was "Small Chambers with Big Impact."

"Effective use of technology is one of the ways that small Chambers can maximize their effect on business growth and development," Goltz said. "There also are plenty of cost-cutting strategies available that will allow these chambers to maximize resources while staying within budget."

Goltz also is on the teaching faculty of the U.S. Chamber of Commerce's Institute for Organizational Management and a regular speaker at the American Chamber of Commerce Executives Annual Convention, which is scheduled for August of 2010 in Milwaukee, Wisconsin.

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.



Join the Chamber - and Save

Membership in the Warren County Regional Chamber of Commerce provides you with exclusive discounts and programs.



The Ad Diner is a website where local small businesses can purchase complete, existing ads that are then customized for them. The idea is simple; a successful ad that ran in one market can be just as effective for a similar, but non-competing, business in another market.

How it works: When you purchase an Ad Diner ad or campaign (television, radio, print, direct mail, etc.), it is customized with your business logo and information, and you get exclusive use of the ad in your market for one year.

The best part is that the ads are a fraction of the price you would pay if you were to have an ad agency create them from scratch.

For more information, visit www.AdDiner.com. Mention the discount code "WCCC5P" when placing your order. Please note: you must be a current member of the Warren County Regional Chamber of Commerce to qualify for this discount.



The Warren County Chamber of Commerce is targeting new residents to help its B2C — business-to-consumer — members reach new customers. This program is your chance to participate in an intensive marketing initiative targeting the most lucrative demographic of buyers — the new resident. There are limited ad spaces available in this program, and it will sell out.

Here's how it works: every month for the next 2000 new residents, or for a period of 1 year — whichever comes first — all new residents in the New Jersey Cities and Towns of Allamuchy, Belvidere, Blairstown, Columbia, Delaware, Great Meadows, Hackettstown, Hope, Johnsonburg, Oxford, Port Murray, Washington, Asbury, Bloomsbury, Broadway, Milford, Phillipsburg, and Stewartsville will receive a warm welcome letter from the Chamber Executive, and a digitally printed, full color direct-mail brochure with your ad, promotion, and offer. Then, new residents are provided with an online link to your ChamberMail Ad offer and your company's website to keep them coming back to you! Help new residents establish their buying habits with you through Warren County ChamberMail!

Pricing starts at \$199

Contact Bob Goltz at (908) 835-9200 or by email at bgoltz@warrencountychamber.org

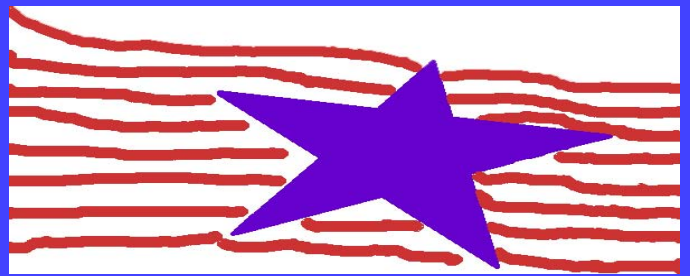


**Friday, April 30
to
Sunday, May 2**

**Sponsorships and Exhibit Space
Available**

For information, contact the Chamber office
by email at info@warrencountychamber.org

Fourth of July



Spirit of Americana Celebration

Sunday, July 4, 2010

Footbridge Park in Blairstown

**Food ★ Rides ★ Crafts ★ Exhibits
Music ★ and More**

Sponsors and Exhibitors wanted

**For information, contact the Warren County
Convention & Visitors Bureau at 908-835-7916**

March 2010 Schedule of Events

SUN	MON	TUE	WED	THU	FRI	SAT	
	1	2	3	4	5	6	03/04/2010 Word II Training 9:00 a.m. Warren County Regional Chamber of Commerce, Phillipsburg
							03/05/2010 AM BIZ 7:15 a.m. Warren County Community College, Washington
7	8	9	10	11	12	13	03/06/2010 Business Expo 10:00 a.m. Warren County Technical School Washington
14	15	16	17	18	19	20	03/11/2010 Excel Training 9:00 a.m. Warren County Regional Chamber of Commerce, Washington
21	22	23	24	25	26	27	03/12/2010 Business Over Breakfast 7:45 a.m. Warren County Regional Chamber of Commerce, Phillipsburg
28	29	30	31				03/19/2010 Women in Business 7:45 a.m. Comfort Inn Hackettstown
							03/26/2010 Business Over Breakfast 7:45 a.m. Warren County Regional Chamber of Commerce, Washington