

# Commentary

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

Volume 8, Issue 5 May 2009



## Women In Business Breakfast

Friday, May 08, 2009  
7:30 a.m. - 9:30 a.m.

Architects Golf Club  
700 Strykers Road, Phillipsburg  
Members: \$30.00 • Non-Members: \$40.00

"Finding Balance During  
**Stressful Times**"

with speaker Janet Neal

For information and reservations, contact the Warren County Regional Chamber of Commerce at 908-835-9300 or [rsvp@warrencountychamber.org](mailto:rsvp@warrencountychamber.org)

**Mallinckrodt Baker**

**TeamCapitalBank**

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## Spirit of Americana Fourth of July Celebration

Saturday, July 4 2009

Footbridge Park, Blirstown

**Fun • Food • Amusements • Exhibits**

Annual Bake Off • Most Patriotic K9 Contest

Sponsorships available

Contact the Warren County Regional Chamber of Commerce at 908-835-9200



# Letter from the President



Working to build a stronger, leaner and more responsive business organization that meets or exceeds the norm in today's economy – that is the objective of the Warren County Regional Chamber of Commerce.

In the past months, the Chamber has been doing more consulting with businesses and organizations than ever before in the areas of Economic Development, Tourism and with our membership. We have seen a renewed spirit in the development of our membership services and in the

networking events organized by our councils.

Each of our four councils is energized with new projects that will make an impact not only for our businesses but in our communities. These include the "LEARN. DO.EARN" program from our Phillipsburg Council and the "Hackettstown Works" Career Fair from the Hackettstown Council. Our councils are looking to meet the needs in the communities they serve and are always looking for people who want to participate. This is a great way to get active and work with other businesses in your area.

The Chamber is excited to announce that we saw an 82% membership retention rate in 2009 and if you are reading the Commentary, you will see we are still growing. Thanks to staff efforts we have also been able to secure \$93,500 in grants and contracts in the first four months of 2009. We are also in the beginning process of setting up the new foundation that we hope will be launched in the fall.

82%  
membership  
retention rate  
in 2009

The Warren County Regional Chamber of Commerce members and staff are working hard to help our businesses move forward. We are actively seeking out opportunities to strengthen our organization as well as our local communities. Make us your resource now and in the future.

Focused on the future of businesses in Warren County,

Robert L. Goltz, IOM

## Are you "Linked In?"

Attention members of the Warren County Regional Chamber of Commerce! Here is your chance to find out more about what is happening at the Chamber, what state and local issues are affecting your businesses and what services and professionals are available to meet your business needs or what you can provide to other members.

LinkedIn is a network of professional contacts that enables you to connect with potential clients, subject matter experts, service providers and more. It fosters collaboration, information sharing and problem-solving as well as opening up business opportunities.

The Warren County Regional Chamber of Commerce LinkedIn site currently has 50 members and is growing daily. To join, go to [www.linkedin.com](http://www.linkedin.com) and register. For more information, contact the Chamber office at 908-835-9200.

## 2009 BOARD OF DIRECTORS

### Chairperson of the Board

Ron Harding, *Mallinckrodt Baker*

### Vice Chair

Nancy Ann Post, *Team Capital Bank*

### Second Chair

Jason Coe  
*Hackettstown Regional Medical Center*

### Secretary

Susan Zukoski  
*Abilities of Northwest Jersey, Inc.*

### Treasurer

Claudia Conway, *Skylands Community Bank*

### Immediate Past Chair

Dr. William Austin  
*Warren County Community College*

## DIRECTORS

John Abromitis, *Courter, Kobert & Coben*

Gregory Ackerson, *Blue Ridge Lumber*

Debra Bowlby, *Pinpoint Graphics*

Marian Bredin, *Good Impressions*

Samir Elbassiouny  
*Warren County Community College Foundation*

Monika Hamburger  
*ComForcare Senior Services*

Andrea Kirchuk, *Computer Images Web*

Sheila Lobel, *Good as Gold K9, LLC*

Hannah Massaquoi  
*Jersey Central Power & Light*

Donna Mugavero, *Warren Hospital*

Susan Seger, *SASCO Insurance*

John Sommer, *Centenary College*

Doug Steinhardt  
*Florio, Perrucci, Steinhardt & Fader, LLC*

Glenn Tippy, *GBW Insurance*

## CHAMBER STAFF

Robert L. Goltz, *President/CEO*

Danielle Holland, *Service Coordinator*

Steve Kesely, *Customer Service, Phillipsburg*

Stephanie Rummerfield, *Membership Manager*

Eileen Seiler, *Communication Director*

Ph: 908-835-9200 • Fax: 908-835-9296

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

Robert L. Goltz, Publisher  
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Chamber of Commerce

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*Did You Know...*

**The Chamber is a Resource for Business-related Rentals**

The Warren County Regional Chamber of Commerce has a variety of rental products and services to assist you with your business, promotion and conferencing needs.

**CONFERENCE ROOMS**

Main office: 10 Brass Castle Rd., Washington  
 Satellite Office: 74 S. Main St., Phillipsburg

- Large table with seating for up to 15
- WiFi access
- Paper easel with large pads and markers
- Television set with DVD/VCR
- Set up and clean up services

**EQUIPMENT**

- Two LCD projectors
- Two screens – floor and tabletop models
- Desktop podium

**MARKETING/ADMINISTRATIVE SERVICES**

- E-mail blasts
- Mailing lists
- Press releases
- Certificates of Origin (CO)

**EVENT ADMINISTRATION**

- Event day staffing
- Website marketing
- Financials of the event to the organization
- Press releases
- RFP assistance
- Follow-up survey
- Support staff for meetings
- Event overview and analysis

**PRICE GUIDE**

Conference rooms	\$50.00 per day
Projectors/screens	\$10.00 each per use
Desktop podiums	\$10.00 per use
E-mail blasts	\$150.00 per run
Mailing labels	\$50.00 for one-time use
Press releases	\$20.00 per hour
Certificates of Origin	\$10.00 (members) \$25.00 (non-members)
One-day event administration	\$1000.00
Three-day event administration	\$2500.00



**Go to:**  
[www.warrencountychamber.org/docks/ishopcoupon.pdf](http://www.warrencountychamber.org/docks/ishopcoupon.pdf)  
 to include your special sales promotion or coupon.

**2009 Advertising Planner**

May	Sunday, May 10 – Mothers Day Monday, May 25 – Memorial Day
June	Sunday, June 21 – Fathers Day
July	Saturday, July 4 – Independence Day
August	All month – Back to School
September	Monday, September 7 – Labor Day
October	Saturday, October 31 – Halloween
November	Thursday, November 26 – Thanksgiving
December	Friday, December 25 – Christmas

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**Outrageous Customer Service • Great Rates  
 Online Banking • Personal and Business  
 Banking Solutions**



*In Phillipsburg*

**190 Roseberry Street (Full-Service Office)  
 908 - 235 - 4700**

**98 South Main Street (Agency Office)  
 908 - 234 - 4704**

[teamcapitalbank.com](http://teamcapitalbank.com)

Member FDIC



## AM BIZ



**Warren**  
County Community College

May 1, 2009  
7:15 a.m. - 8:30 a.m.  
Warren County Community College  
475 Route 57 West, Washington

AM BIZ is a year-round power networking program. This is an excellent opportunity for attendees to increase awareness of their businesses in a unique, structured and timely format. Each attendee is given a specific, concise amount of time to provide a thumbnail sketch of his or her company and plug any new features, specials or upcoming events.

## Maximize Your Membership

May 6, 2009  
9:00 a.m. - 10:00 a.m.  
Warren County Regional Chamber of Commerce  
10 Brass Castle Road, Washington

May 7, 2009  
4:00 p.m. - 5:00 p.m.  
Warren County Regional Chamber of Commerce  
74 S. Main Street, Phillipsburg

Come and see what Chamber membership has to offer. This one-hour orientation covers the benefits, programs and advertising opportunities to assist your business. Make the most out of your membership by taking advantage of this opportunity to get the maximum exposure for your business. To register, contact the Chamber at 908-835-9200 or online at [info@warrencountychamber.org](mailto:info@warrencountychamber.org).

## Women in Business Breakfast

Friday, May 8, 2009  
7:30 a.m. to 9:30 a.m.  
Architects Golf Club  
700 Strykers Road, Phillipsburg  
Speaker: Janet Neal  
Members: \$30 Non-members: \$40

### Finding Balance During Stressful Times

Balance in life is important, especially in today's hectic environment. This interactive workshop will enlighten attendees as to what is meant by balance, provide steps to discover its meaning and tips on how to get back in balance when the inevitable life situations occur.

# Workshops

## Borrowing From Your Retirement Plan: Pros, Cons and Guidelines

During difficult times, individuals, employees and even employers have considered borrowing, withdrawing and spending retirement assets to assist them on meeting immediate, medical and business needs. According to statistics taken in 2005 (from the Employee Benefit Research Institute) nearly 20% of 401(k) plan participants who were eligible to take a loan against their retirement savings exercised this option. This workshop, presented by business exit strategist and estate planner Harry Browne, will discuss 8 reasons why you should avoid doing this and 4 supporting that decision given proper discipline and understanding. While particular emphasis will be spent on loans from the 401(K) plan many of the guidelines also apply to other qualified plans, such as profit sharing, money-purchase pension plans, defined benefit plans and target benefit plans.

*Thursday, May 7 2009*  
*Warren County Regional Chamber of Commerce*  
*10 Brass Castle Road, Washington, NJ 07882*  
*9:00 a.m. - 10:00 a.m.*  
*Speaker: Harry Browne, VP Advanced Strategies Group*  
*Members: \$25 Non-members: \$40*

## Beginner Microsoft PowerPoint 2003

Learn to utilize fundamental PowerPoint skills including creating and delivering presentations, designing presentations, clip art, drawing objects, animation, and managing presentation tools.

*Thursday, May 21, 2009 • 9:00 a.m. - 5:00 p.m.*  
*Warren County Regional Chamber of Commerce*  
*10 Brass Castle Road, Washington*  
*Instructor: Maija Amaro*  
*Cost: \$89*

## Beginner Microsoft Excel 2003

Learn to utilize fundamental Excel skills including constructing simple worksheets, using formulas and functions, formatting cell contents, working with dates and text, features, restructuring worksheets, and developing charts.

*Friday, May 29, 2009*  
*9:00 a.m. - 5:00 p.m.*  
*Warren County Regional Chamber of Commerce*  
*10 Brass Castle Road, Washington*  
*Instructor: Maija Amaro*  
*Cost: \$89*

## 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).

## LEADERSHIP WARREN Opens Opportunities and Broadens Perspective of County

As the 2008-2009 LEADERSHIP WARREN class approaches its final session in May, its members reflect on what they have gained from the program and why they would recommend it to others who currently are in or working toward leadership positions.

Mary Adelman, assistant director at the Centenary College Small Business Development Center (SBDC), noted that LEADERSHIP WARREN made her aware of all of the resources that are available throughout Warren County, something she was able to incorporate into her professional life.

"I have utilized some of these resources with the clients we have seen through the SBDC and expanded their knowledge to partner with them," she said. "I also have taken the LEADERSHIP WARREN concept and modified it for business owners to showcase their own companies."

*"The amount and variety of knowledge I gained from going through the program is double what I thought it was going to be..."*

Stephanie Rummerfield  
Warren County Regional Chamber of Commerce

Adelman said she would recommend this program to new businesses especially because it provides the resources to expand partnership opportunities.

"From an economic development standpoint, it opened by eyes as to how many people do not take advantage of the services available," she said. "I also would encourage businesses to research and learn more by reaching out to the Chamber and participating in the different committees."

Warren County Regional Chamber of Commerce Membership Manager Stephanie Rummerfield said that LEADERSHIP WARREN gave her "firsthand experience" that she can now share with others through her job.

"It is always nice to really understand and appreciate something that you are trying to get other people to believe in, too," she said. "The amount and variety of knowledge I gained from going through the program is double what I thought it was going to be when we first started. I'm disappointed it is ending so quickly."

Rummerfield said she would highly recommend this program as a way to gain awareness of county resources.

"It was a very eye-opening experience for me," she said. "The speakers we listened to were full of really useful information that I can now apply to my daily life."

The LEADERSHIP WARREN program currently is accepting applications for the 2009-2010 class that is set to begin in September. For more information or an application, contact the Chamber office at 908-835-9200, by email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org) or visit the website at [www.warrencountychamber.org](http://www.warrencountychamber.org).



The Warren County Regional Chamber of Commerce  
10th Annual  
**Golf Thing**  
August 10, 2009  
Apple Mountain Golf & Country Club  
Route 624, Belvidere  
\$99.99 per golfer  
Sponsorships available

For information contact Stephanie Rummerfield at 908-835-9200 or visit [www.warrencountychamber.org](http://www.warrencountychamber.org).

# Member Spotlight

## Comprehensive Customer Care is Company Policy at COE

Buying insurance is a path we all have to navigate at one time or another. With the myriad choices and complexities within each choice, it helps to have someone who knows the ropes charting your course. And you don't get much more experienced than Robin Coe-Donaldson, president of COE Inc. in Phillipsburg.

Coe began working in her father's insurance agency in Jersey City when she was 17 years old. By age 21, she was running the office. In 1989 she purchased an agency in Phillipsburg and has since built her reputation on personal service and educated guidance.

"Anybody can sell you insurance," Coe said. "We give our clients the education they need to make a decision. It is one of our strengths that makes us different."

The "we" that Coe refers to is her loyal and long-time colleagues Linda Stamets who has been at COE since its beginning and Tina Longacre who joined the company a few years after it opened.

COE Inc. offers life, health, homeowners,

rental and auto insurance and small to medium business and small manufacturing insurance as well as specializing in contractor policies. Coe noted that her experience in Jersey City enabled her to deal with specialty markets such as buildings under restoration. However, it was not her "city" background that attracted her to Phillipsburg.

"This has a home town feel," she said. "The people are totally different."

Coe, a member of the Warren County Regional Chamber of Commerce and the Phillipsburg Downtown Association, is active in efforts to raise awareness of the town's many assets.

"The PDA has been very instrumental in changing attitudes about Phillipsburg," she said. "All it takes is for people to come here."

Coe does her part through referrals of her clients and by patronizing local businesses for her own company needs. She also is partnering with other business associations to sponsor a seminar on life insurance,



college and retirement planning to be held May 21 at Rocco's Pizza on South Main Street in Phillipsburg.

According to Coe, the insurance market has been "soft" for a long time, enabling companies to offer more for the money. She anticipates a "hard" market in the near future and promotes education as a way of making sure you are getting the best service.

"Everyone is running after that last dollar." Coe remarked. "We like to promote loyalty and give people something for it."

She extends that loyalty even to customers who choose another provider.

"You can't blame people for what they have to do to survive," Coe said. "We leave the door open. They are always welcome back."

## New Members

### DeVoe Funeral Services

136 W. Washington Ave.  
Washington, NJ 07882  
Phone: (908) 689-0046 Fax: (908) 689-0143  
E-mail: devoe@devoefuneral.com  
Web: www.devoefuneral.com  
Contact: Mark DeVoe  
*Funeral Homes*

### Donaldson Greenhouse & Nursery

178 Airport Rd., Hackettstown, NJ 07840  
Phone: (908) 852-7314 Fax: (908) 852-0097  
E-mail: donaldsongreenhouse@comcast.net  
Web: www.donaldsongreenhouse.com  
Contact: Denise Stevenson  
*Florists & Greenhouses*

### Easy Wash & Dry Laundromat

328 W. Washington Ave., PO Box 406  
Washington, NJ 07882  
Phone: (908) 223-7630  
Contact: Samantha Ianneilli  
*Laundry*

### Pasta Grill By Enzo / Enzo's Pizza - Washington

328 West Washington Ave.  
Washington, NJ 07882  
Phone: (908) 689-3652  
Fax: (908) 689-4820  
E-mail: washington@enzospastagrill.com  
Web: www.enzospastagrill.com  
Contact: Samantha Ianneilli  
*Dining-Restaurants*

### Pasta Grill By Enzo - Mansfield

1916 State Route 57  
Hackettstown, NJ 07840  
Phone: (908) 319-0823  
Fax: (908) 813-8564  
E-mail: mansfield@enzospastagrill.com  
Web: www.enzospastagrill.com  
Contact: Samantha Ianneilli  
*Dining-Restaurants*

### Paychex-Allentown

7450 Tilghman St., Suite 107  
Allentown, PA 18106  
Phone: (610) 737-7696 Fax: (800) 381-9730  
E-mail: skaine@paychex.com  
Contact: Patrick S. Kaine  
*HR/Payroll Service*

### Re/Max House Values 4

1585 Rte 517, Hackettstown, NJ 07840  
Phone: (908) 852-1333  
Fax: (908) 852-2727  
Web: www.housevalues4.remax-nj.com  
Contact: Allison Crelin  
*Realtors*

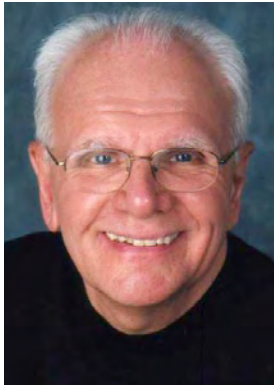
### Town of Phillipsburg

675 Corliss Ave., Phillipsburg, NJ 08865  
Phone: (908) 454-5500 Fax: (908) 454-6511  
E-mail: info@phillipsburgnj.org  
Web: www.phillipsburgnj.org  
Contact: Mayor Harry Wyant  
*Towns/Townships*

# Members in the News

## Long Retires From WRNJ

On May 1, 2009, Russ Long, morning man at WRNJ Oldies 1510, will retire after 33 years with the station. As host of the popular "Swap 'N Shop" on-air garage sale daily at 9:30



a.m. as well as many fundraising campaigns to assist northwest New Jersey's nonprofit organizations, Long was a local celebrity. According to WRNJ president and general manager Norman L. Worth, Russ' fans show up at events at which he makes a personal appearance just for the opportunity to meet him and spend a little time with someone they consider a friend.

## AirTran Brings Low Cost Florida Travel to ABE

Effective June 25, 2009, Lehigh Valley International Airport in Allentown/Bethlehem will offer roundtrip non-stop flights to two Florida locations, Orlando International Airport in Orlando and Ft. Lauderdale-Hollywood International Airport in Ft. Lauderdale on AirTran Airways, a subsidiary of AirTran Holdings, Inc. "AirTran Airways' new service will be a great option for both business and leisure travelers," said Glenn R. Walbert, chairman of the Lehigh-Northampton Airport Authority Board of Governors. "We are confident air travelers from throughout the greater Lehigh Valley region will be attracted to the combination of AirTran's excellent service and the convenience of Lehigh Valley International Airport."

## Architects Golf Event Benefits WCCC Students

The Warren County Community College Foundation will hold its 4<sup>th</sup> Annual Golf Classic to raise money for scholarships for students in need of financial assistance. The event tees off on Monday, June 1

at Architects Golf Club in Lopatcong. The four-person Texas scramble format features lunch, 18 holes of golf, a buffet dinner, prizes and awards. Registration and lunch start at noon. Shotgun start is 1:00 p.m. This year's event also will include a "golf camp" for new golfers who may want to improve their game by taking lessons from the club pro throughout the day and then enjoy the dinner afterwards. Cost for the entire day is \$150. Dinner only is \$50. In addition to golfing opportunities a wide range of sponsorship packages also are available to businesses and individuals. For registration or further information about sponsorships for the WCCC Foundation Golf Classic, please call 908-835-2334.

## Courter, Kobert & Cohen Announces Achievements

Joel A. Kobert, senior managing partner of the Hackettstown law firm of Courter, Kobert & Cohen, was named by the 2009 *New Jersey Super Lawyers* magazine as one of the top land use attorneys in New Jersey. Managing Partner, Lawrence P. Cohen has named one of the top business litigators in the United States by *Super Lawyers - Corporate Counsel Edition* and was also named one of the top litigators in New Jersey by *New Jersey Super Lawyers* magazine. Michael S. Selvaggi is hosting a bi-weekly radio talk show on WRNJ 1510 AM at 11:00 a.m. entitled *What's Next*, which addresses local economic issues.

## Ortiz Joins Florio, Perrucci, Steinhardt & Fader

Robert A. Ortiz, Jr., the New Jersey Republican State Committee Finance



Chairman, has joined the Phillipsburg law firm of Florio, Perrucci, Steinhardt and Fader, LLC as partner. Ortiz works with the corporate and governmental affairs departments. His law practice is concentrated principally in the corporate area, including mergers, acquisitions, divestitures, partnership formations and business start-ups. He has also been involved in representing companies and organizations of all sizes in governmental affairs. Ortiz was recently selected by the *New Jersey Law Journal* to its 2008 list of "40 under 40." He currently is a Visiting Associate to the Eagleton Institute of Politics at Rutgers University, a member of the Board of Trustees of the Boy Scouts of America, Northern New Jersey Council and a member of the National Hispanic Advisory Committee to the Republican National Committee. He served as Corporate Counsel for the Commerce and Industry Association of New Jersey from 2004 to 2006.



*The 17<sup>th</sup> Annual WRNJ Radiothon to benefit The Arc of Warren County raised nearly \$65,000 - and counting - that will go toward programs for children and adults with developmental disabilities, specifically Camp Warren, therapeutic recreation services, and Project First Step early intervention services. Shown here with ARC Development Director Kevin Guyette (center) are Radiothon co-chairs Norman Worth, WRNJ president and general manager (left) and Jim Travis of SASCO Insurance Services (right).*

# More Than A Piece of Paper

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

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

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

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

## Make a difference right now

There currently is an initiative by the Phillipsburg Business Council to implement the LearnDoEarn program in the Phillipsburg school system in the fall of 2009. Fundraising Chairperson is Valerie Fagan, owner/operator of Rita's Italian Ice in Stewartsville.

For more information on how to contribute, contact the Warren County Regional Chamber of Commerce, 10 Brass Castle Road, Washington NJ 07882 at 908-835-9200 or by email at [info@warrencountychamber.org](mailto:info@warrencountychamber.org).

**Learn.Do.Earn.**  
Student Achievement System  
[www.learndoearn.org](http://www.learndoearn.org)

# Hackettstown Works

## Developing Job Opportunities Career Fair

**Thursday, May 7, 2009**  
**9:00 AM – 1:00 PM**  
**Hackettstown Community Center**  
**293 Main Street, Hackettstown, NJ**

- Learn how to:**
- Take stock of your skills and talents
  - Improve your resume
  - Network to find your next job
  - Interview and more...

**Expanded sessions will be available in the afternoon from 1:00PM – 3:00PM.**

**Space is limited to the first 100 registrants.**  
**Price is \$10.00 per/person**

**You can register by calling 908.835.9200 or by email at [rsvp@warrencountychamber.org](mailto:rsvp@warrencountychamber.org)**

Sponsored by:

Hackettstown Council  
of the

WARREN COUNTY REGIONAL  
CHAMBER OF COMMERCE



## May 2009 Schedule of Events

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
					★	★
3	4	5	6	7	8	9
★			★	★	★	
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

- 5/1/2009 **AM BIZ**  
7:15 a.m. WCCC, Washington
- 5/1-3/2009 **Spring Festival**  
Mountain Ave., Hackettstown
- 5/6/2009 **Maximize your Membership**  
9:00 a.m. Warren County Regional Chamber of Commerce, Washington
- 5/7/2009 **Maximize your Membership**  
4:00 p.m. Warren County Regional Chamber of Commerce, Phillipsburg
- 5/6/2009 **Hackettstown Works Job Fair**  
9:00 a.m. Hackettstown Community Center, Main St., Hackettstown
- 5/8/2009 **Women in Business Breakfast**  
7:30 a.m. Architects Golf Club, Phillipsburg