

CLINTON BUSINESS GROUP
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MARCH 6, 2008 • CBG MEETING MINUTES

CBG Members in attendance are shown in Bold Type • *Candidates/Guests in attendance are shown in Bold Italics*

Ken Anthony • Jack Aquila • Chris Aulert • Chris Callahan* • Tony Catanzaro • Edward Cichone • Tom Clarke • John Connors
Ruthann Disotell • William Dougherty** • Ed Duffy • Steve Firrello • Les Giese • Jay Hanigan • Tracy Ivie • Peter Joseph
Rich Kazimir • Art Kellenberger • Will Legasse • Fred Levedag • Marsha Marasco • David Mills • Charlie Orlando • Craig Patterson
Alex Patullo • Lynn Porter • Bob Rittelman • Joe Schultz • William Siegel • Consie Sindet • Pete Smith • Scott Smith
Jan Stewart • Louis Tranquilli • Richard Urmston • Frank Vodraska • Thomas Walsh, Jr. • Mark Yaros • Scott Zarro

Eligible Candidate(s):
Guest(s): Bryan Stacy

CBG President, Alex Patullo, called the meeting to order at 8:00 and welcomed everyone. There was a round of CBG Member and guest introductions.

All acknowledged receipt of minutes of the February 21, 2008 meeting. A motion to accept the minutes as written was made, seconded and approved by a show of hands.

CBG President Alex Patullo passed out two rubber chickens this morning to a couple of CBG members (Ruthann Disotell and Tony Cantanzaro), who returned the chicken awards with a \$5.00 late/return fee to be donated to the Staats Brokaw Memorial Entrepreneurial Spirit Award Scholarship Fund. As a reminder...in an effort to get CBG members to the meetings on time, the rubber chicken(s) will be handed out to those entering the meeting late and a \$5.00 late return fee to be donated by the tardy member(s) and holder(s) of the rubber chicken(s).

Frank Vodraska announced two candidates had applied for membership: Bryan Stacy and Erik Trepkau. Please contact Frank, president Alex Patullo or secretary Craig Patterson if there are any conflicts with an applicant. Frank also advised that, prior to inviting a prospect to a regular meeting or "off-week breakfast," you should check with our president Alex Patullo, secretary Craig Patterson or Frank himself to try and tighten up the process and to "clear" potential conflicts. All candidates must provide the membership committee with contact information and must complete a CBG Membership Application to pursue CBG Membership.

The membership committee, through our president, mentioned what it means to be a CBG member in "good standing." CBG members should be at the meetings on time, dues must be paid on time and you need to be an ethical business person. Newer members and those that are not aware of the requirements should familiarize themselves with the bylaws. It is OK to bring and distribute marketing literature to the meetings. Out of respect, please do not distribute anything that would distract the speakers or detract from their presentation. Also, it is a good idea for every CBG member to bring business cards to every meeting.

According to CBG Treasurer Richard Urmston there was \$11,804.58 in the CBG checking account (\$3,100.00 of that amount are prepaid 2008 membership dues). \$500.00 in membership dues is due. Dues must be kept current. Those members who fail to do so risk losing their status as an active member of the CBG. The quarterly membership dues cover all the things related to CBG membership, including your web presence, networking and social opportunities, etc. Included in this is the breakfast at all "regular CBG meetings." There is also an all-inclusive \$10.00 charge for breakfast at CBG "off-week breakfast meetings."

Next, CBG President Alex Patullo introduced Jay Hanigan, co-owner of Snap Fitness, the first of our two featured speakers. Snap Fitness is a private neighborhood fitness center offering its members 24/7 access, 365 days a year. The center features top quality Cybex cardio and strength equipment and does not require long-term contracts - members pay month to month and membership freezes are available. The center caters to both men and women and is popular with first time exercisers or those who have not exercised in a while because Snap Fitness offers free orientations and fitness consultations. In addition to the convenience of 24/7 access, the club is located in the center of the community to make it even easier for members to fit a work out into their busy schedules. Membership rates are very affordable and limited free trial memberships are available. For more information visit Snap Fitness at The Concourse at Beaver Brook, in Annandale. Visit Snap Fitness on the WEB at www.snapfitness.com/annandalenj. Email Jay at annandalenj@snapfitness.com or call (908) 238-1915.

CBG President Alex Patullo introduced Louis Tranquilli, a financial advisor with The Investment Center, the second of our two featured speakers. The Investment Center was founded by a team of entrepreneurs who share success in business ownership and long-term wealth creation. Born out of a desire to help others own their future, The Investment Center offers comprehensive financial services with an emphasis on principles and integrity. Louis has 15 years experience in the financial services field and is a chartered life underwriter. He focuses his practice on business clients and specializes in estate, retirement and business planning and succession, life insurance and investments. For more information, contact Louis at ltranquilli@investmentctr.com, visit www.investmentctr.com or, call him at (908) 735-6234.

Today's winner of the 50/50 was Dr. Art Kellenberger who took home \$57.00. The other \$57.00 went to the Staats Brokaw Memorial Entrepreneurial Spirit Award Scholarship Fund. Thanks again to our president, Alex Patullo, for the terrific fund-raising ideal. To keep this great idea going, we are looking for at least one additional member of the group to "take hold" of the responsibility of running the 50/50. After today's meeting, the balance in the Staats Brokaw Memorial Entrepreneurial Spirit Award Scholarship Fund is \$5,541.50, of which \$3000.00 will be awarded on May 15th.

The 50/50 winner of the last off-week breakfast was Pete Smith (again) who then donated his winnings back to the Staats Brokaw Memorial Entrepreneurial Spirit Award Scholarship Fund (again, thanks Pete).

Scott Smith mentioned, in his Staats Brokaw Memorial Entrepreneurial Spirit Award program update, that this year the CBG will award \$500.00 to each finalist...one to a finalist each of the county's five high schools. The Grand Prize winner will receive another \$500.00, on top of that. So, it's actually \$3,000.00, in scholarships we're giving out. Last year, we gave out five \$100.00 scholarships and one \$500.00 scholarship...\$1,000.00, in all.

John Connors returned from fabulous Las Vegas with an award in hand for the "Café Salad" that is served at The Old River House Restaurant. Try it, you will like it.

David Mills donated two sets of 4 tickets to a pancake breakfast by the Voorhees Key Club/North Hunterdon Kiwanis Club.

Remember, Byron Brisby, Jr./Chris Callahan of The Flemington Car & Truck Country Family of Dealerships, will donate \$100 to the Staats Brokaw Memorial Entrepreneurial Spirit Award Fund for each car or truck purchased at any of The Flemington/Canton Family of Dealerships (www.flemington.com for list). Contact Chris Callahan @ 908-735-5135 or Byron Brisby, Jr. @ 908-788-2641 to make the necessary arrangements.

Also, Craig Patterson, of All Town Mortgage, LLC, will donate \$100.00 to the Staats Brokaw Memorial Entrepreneurial Spirit Award program, for every "closed mortgage" referred to him by a CBG Member. If you refer someone to Craig, make sure to let him know.

Alex Patullo also announced that he will donate \$100 to the Staats Brokaw Memorial Entrepreneurial Spirit Award Scholarship Fund for each job in excess of \$5,000 for a CBG Member or someone referred by a CBG Member.

Tom Walsh, Jr. announced that Jack Aquila and Chris Aulert are scheduled to speak at the March 20, 2008 meeting. Chris Callahan and Mike Beckage are scheduled to speak at our April 3, 2008 meeting. Tom announced that he will forward the speaker list- six meetings out, to Craig Patterson who will attach it to the minutes when distributed.

Before wrapping up the meeting's agenda, Alex reminded us that there will be an "off-week" breakfast next Thursday morning, March 13, 2008 at the Old River House Restaurant. Our next regular meeting will be held March 20, 2008.

Alex then asked for a motion to adjourn. A motion to adjourn was made, seconded and approved by a show of hands. The meeting adjourned at 9:00 am.

See you next week, at the off-week breakfast!

Respectfully submitted by:
Craig Patterson,
CBG Secretary

Today's total attendance was thirty-two. (31 members and 1 guest) There are currently 40 CBG Members (78%).

* Chris Callahan has replaced Byron Brisby, Jr. on behalf of The Flemington Car and Truck Country Family of Dealerships.

** Suzanne Martino was in attendance on behalf of True and Associates.

P.S. A couple of members have reminded me that an employee of the Hunterdon Museum of Art briefly interrupted our meeting. That situation has sparked another issue... with how the CBG is perceived and therefore an issue that should be discussed at the next meeting.