

CLINTON BUSINESS GROUP
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APRIL 3, 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 • Mike Beckage • 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): Byron Brisby, Jr., Erik Trepkau and Brian Stacy

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

All acknowledged receipt of minutes of the March 20, 2008 meeting. A motion to accept the minutes as written was made, seconded and approved by a show of hands.

As you know...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). There were five people who walked in a little late; Fred Levedag, Lynn Porter, Rich Kazimir, Ruthann Disotell and Louis Tranquilli (sorry, I was told to name names). Some of you may have paid the \$5.00 fee, but if you have not... cough up the fiver for the cause.

Frank Vodraska announced two candidates were to be voted on for membership today. Bryan Stacy and Erik Trepkau were each voted into the CBG unanimously. Congratulations to each of them. Another candidate, James Helriegel, still needs to complete some paperwork in order to be considered for voting. 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.

Ruthann Disotell gave an update on the CBG sign-up sheets. Thank you, Ruthann. Scott Smith has been caring for the flagpole for the CBG. Thank you, Scott, for taking charge of taking care of the flagpole and all the things behind the scenes, of which you rarely take credit. Scott also suggested that we look at changing the CBG's schedule to accommodate Christmas, which falls on a Thursday. If the schedule is not changed, there will be a large gap between speakers. "Getting out in front of" any issue is wise in my book. While it is early, we are now listing the speakers twelve weeks in advance to curb any potential conflicts. We will discuss the matter at the next board meeting.

It looks like June 22, 2008 is the next CBG social date. John Connors, of The Old River House Restaurant, has offered a fine menu for the event to take place at 7:00 pm on June 22nd. We look forward to seeing you all there.

According to CBG Treasurer Richard Urmston there was \$12,864.58 in the CBG checking account (\$4,400.00 of that amount are prepaid 2008 membership dues). Second quarter dues are 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."

CBG Vice President, Steve Firrello, announced Chris Callahan as our first speaker of the day. Clinton Chevrolet-Cadillac is part of the Flemington Car & Truck Country dealerships, whose three major locations (Flemington, Clinton and Princeton) carry 30 automotive brands. Chris Callahan, General Manager of Clinton Chevrolet-Cadillac is a 14 year veteran of the company; he believes that satisfying the customer's needs is his top priority. "We go the extra mile," he says, adding, "I try to operate with great integrity and fairness." The dealership is located on Route 31 North just below Route 78 and is open weekdays from 9 am to 8 pm and Saturdays from 8:30 am until 6 pm. Service hours are 8 am to 5 pm Monday through Friday. For more information, visit www.clintonauto.com, email Chris at ccallahan@clintonauto.com, visit the Clinton Chevrolet-Cadillac showroom located at 1464 Highway 31 North, in Clinton or call (908) 735-5135.

CBG Vice President, Steve Firrello introduced Michael Beckage, of Beckage Sealcoating, the second of our two featured speakers. Since 1994, Beckage Sealcoating Company has become the most trusted name in Hunterdon County and the surrounding areas when it comes to pavement maintenance providers of complete pavement maintenance services for residential driveways and commercial parking lots. Now well into their second decade, their great management and strategic marketing, has helped them grow tremendously. A few years ago Beckage Sealcoating was rolled into a larger entity...Beckage Enterprises, Inc. A new phone number 1-877-4-BECKAGE was added to enhance name recognition for the purpose of capturing a larger market share of the area's commercial and industrial work opportunities.

In spring 2008, Mike's company will trot out their new nationwide advertising campaign featuring a dynamic web presence...www.usablacktop.com and a catchy toll free phone number... *1-877 FIX-BLACKTOP*. With the dropping of this new marketing bomb, they hope to blow away sub-par workmanship in the national pavement service provider sector of the industry. Though they will be faced with their greatest challenge to date, they feel confident that this national campaign will enhance their over-all credibility in the pavement maintenance industry. They take great pride in being a one stop source for all pavement maintenance needs. Mike invites you to visit his website www.beckageenterprises.com and see why he says "No matter what the job, we can help you get it done the correct way the first time with zero headaches!" Give Mike a try on your next pavement project; he believes you will agree that he sets the standard for the pavement maintenance industry! For more information, email Mike at mikebeckage@yahoo.com or call 1 (877) FIX-BLACKTOP.

Byron Brisby, Jr. raffled off two pieces of Tiffany crystal for the Staats Brokaw Memorial Entrepreneurial Spirit Award Fund; Steve Firrello took home one bowl for \$60.00 and William Siegel took home the other for \$125.00. Thank you, Byron, Steve and William.

Thank you to Suzanne Martino for taking charge of the 50/50. Today's winner of the 50/50 was Fred Levedag, who took home \$57.00. The total going to the Staats Brokaw Memorial Entrepreneurial Spirit Award Scholarship Fund today is also \$57.00. Before today's meeting, the balance in the Staats Brokaw Memorial Entrepreneurial Spirit Award Scholarship Fund is \$5,806.50, of which \$3000.00 will be awarded on May 15th.

Remember, Byron Brisby, Jr. / Chris Callahan of The Flemington Car & Truck Country Family of Dealerships, will donate \$100 to the Staats Brokaw Memorial for each car or truck purchased at any of The Flemington/Clinton Family of Dealerships (www.flemington.com for list). Contact Chris Callahan @ 908-735-5135 or Byron Brisby, Jr. @ 908-788-2691 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 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 Tony Catanzaro and Edward Cichone will be the speakers for the meeting on April 17, 2008.

Before wrapping up the meeting's agenda, Steve reminded us that there will be an "off-week" breakfast next Thursday morning, April 10, 2008 at the Old River House Restaurant. Our next regular meeting will be held April 17, 2008.

Steve 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-four. (33 members and 1 guest) There are currently 40 CBG Members (83%).

* Byron Brisby, Jr. was a guest

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

*** Brad Howell was in attendance on behalf of MSI Plumbing.