



**BUILDING HER CAREER...**Anna Chambliss of Westfield, left, has been promoted to the position of regional sales manager at Westminster Communities' Landings. Colette Clarke of Metuchen, right, who served as sales associate at the Landings, has replaced Ms. Chambliss as the new on-site sales manager at the 49-acre, mixed-use development.

## Anna Chambliss Promoted To Regional Sales Manager

WESTFIELD — Anna Chambliss of Westfield, who served as sales manager at Westminster Communities' Landings at HarborSide, a master-planned waterfront community now being developed in Perth Amboy, has been promoted to the position of regional sales manager.

Colette Clarke, from Metuchen, who served as sales associate at The Landings, has replaced Ms. Chambliss as

## Seton Hall Participates in Study of TV Election Coverage of Local Races

AREA — Sen. John McCain unveiled a study about how local TV stations covered, or didn't cover, local election races and issues last fall. Researchers at the University of Wisconsin, Seton Hall University and the Norman Lear Center at the Annenberg School for Communication looked at more than 4,000 local newscasts in 11 big city markets during four weeks before last November's election.

The results showed that only 8 percent of those broadcasts included a report about a local election race. There was five times more advertising about House races than there was news coverage about local races. The researchers said some stations spent more airtime on teases, bumps and intro music than covering governor's races in their state.

Senator McCain has been a critic of media consolidation that allows big companies to own more broadcast stations. For more information visit [www.nytimes.com/2005/02/14/business/media/14broadcast](http://www.nytimes.com/2005/02/14/business/media/14broadcast).

the new on-site sales manager at the 49-acre, mixed-use development.

"Anna has proven her skill at The Landings, having successfully marketed the first residential building to sell-out within just two weeks. Her expertise will serve well in her new position," said Builder Marketing Service's President John Sims.

Ms. Chambliss has more than 20 years of experience in on-site new home sales, having previously worked for one of the nation's largest homebuilders for nearly two decades.

As regional sales manager, Ms. Chambliss is responsible for the day-to-day management of all sales personnel and policies for several projects including The Landings at HarborSide, a \$600 million redevelopment that includes 2,100 residential homes and 150,000 square feet of retail space; Waterford at East Brunswick, a 148-unit condominium complex for adults; 86 single-family homes being built at Pinecrest Lake Golf & Country Club in Pocono Pines; Cedar Gate at Livingston, a community of 54 luxury townhomes; Wesley Grove at Asbury Park, a lakeside community that will eventually include 750 townhomes and condominiums with more than 20,000-square feet of retail space; and the Cranford Crossing condominiums in Cranford.

"I am very excited to be involved in these projects," said Ms. Chambliss. "It is quite a challenge, to keep track of all sales, stay on top of customer issues, and make sure that everything runs smoothly. But these are wonderful projects. I truly enjoyed my experience with The Landings at HarborSide, and I know I left that property in great hands."

## Letters to the Editor

### SP Resident Asks, 'Why Give Them More of Our Hard Earned Money?'

We are rapidly approaching the budget for this coming year. It appears that once again we will enjoy another massive increase. The projected increases are as follows:

The municipal tax increase will be 4 percent (\$61). The county tax increase will be 9.5 percent (\$134). County Open Space Rec. and History is assumed not to increase. The school tax increase will be 6.16 percent (\$336). Open Space Tax is assumed not to increase.

The total tax increase is 6.10 percent (\$531) based on an assessed value of \$120,000 per house and my assumptions of how our property taxes are calculated. This is on top of the previous four years increases ranging from approximately \$480 to \$655 per year. This totals approximately a \$3,000 increase in the last six years.

For the first time, both the municipal and school board budgets are or will be available on the Internet for review and comment. The school board has posted a draft of the budget on its website [www.spfk12.org](http://www.spfk12.org). The municipal budget has yet to be posted.

Over the last four years, increases in the school budget have been 6.7, 9.0, 9.1, 5.3 and 7.6 percent.

I have submitted questions and I am awaiting responses from the school board. My questions involve the total number of employees, how many employees have left the payroll and how many have been added and what is the pay raise basis? Note that the estimated increase in salaries is \$1,097,906.

Why is there almost an \$80,000 increase in the travel budget?

What does CST and C&I mean? What labor contracts will be negotiated during this year that is reflected in the benefit increase of \$1,395,185? What is the cost of medical and dental for single, married and family coverage? To what degree does the employee pay for his or her benefits?

I intend to review their responses and make recommendations for cost savings to reduce the school budget.

Regarding the county, there are some 83 pages of county employees. Twenty-five of these have salaries of over \$100,000 a year and this does not reflect overtime, or that some hold multiple jobs. It's no wonder that the county needs an additional \$134 per year from each homeowner in Scotch Plains! To add injury to insult, they granted themselves retroactive raises.

Ms. Centulo was recently appointed Superintendent of Schools for Union County and is paid \$106,686. This is remarkable, when one is considering that each of our individual school superintendents are highly compensated for these efforts and each district has one.

The governor's brother, Robert Cody, has been given by our county elected officials an additional \$46,731 a year on top of his almost \$100,000 a year salary. This makes his salary higher than his supervisor. How dare they give away our money! Perhaps the bonus paid Mr. Cody should be reviewed by federal officials as a review by the county or the state would be a conflict of interest.

Residents of Union County and Scotch Plains in particular, speak up and demand to know why we should give them more of our hard earned money. The budgets are undergoing review and development at this time. In fact, the school budget will be placed in front of the voters on Tuesday, April 19.

I suggest that all voters look at the budgets, ask questions, demand answers and suggest cost savings.

Albert Muller  
Scotch Plains

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**GATES GATHERING...**Members of the College Woman's Club of Westfield recently visited New York City to view "The Gates," the Central Park art installation by Christo and Jeanne-Claude. Afterwards, the group toured the newly-renovated Museum of Modern Art. The club is open to any woman with a college or university degree. For more information, please call Yaeko Knaus at (908) 654-4619. Pictured, from left to right, are: Fran Goode, Jane Orto, Sumiko Shingo, Annmarie Pulcio, Vicki Kimmings and Jennifer Jaruzelski.

## Union County Clerk Warns Of Mortgage Refinance Scam

COUNTY — Union County Clerk Joanne Rajoppi advises homeowners to be aware of a growing mortgage scam that con artists may attempt to perpetrate in this area.

Under the "mortgage elimination scam," perpetrators convince a homeowner to refinance a mortgage at a low interest rate and put their deed into a "Family Trust" or "Family Estate Trust" - with the perpetrators named as trustees. The new "trustees" are then able to refinance the mortgage and take other steps to receive tens or even hundreds of thousands of dollars. The homeowner is then left with a massive debt and history of delinquency due to the mortgage payments never made by the scammers.

The mortgage elimination scam began in California as far back as 1999 and is growing throughout the country, according to the Property Records Industry Association, a private-sector trade group. The scam tends to target homeowners with an outstanding mortgage of at least \$100,000, a good credit rating, and low-to-moderate cash flow. As with many real-estate scams, the perpetrators often seek out elderly homeowners and recent immigrants.

Ms. Rajoppi said, "Our vigilant staff refers all examples of possible wrongdoing to the Union County Prosecutor's Office."

Concerned citizens are urged to call the Union County Prosecutor's Office at (908) 527-4500.

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## THE BEST BLENDS



### Marietta Old Vine

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"Lot 35 is a lush, Zinfandel-styled wine. Loads of spicy, ripe blackberry fruit dominate the nose and flood the palate. Aged in French and American oak barrels, this wine should age nicely for 2-3 years."



### Trentadue Old Patch Red

**2002 \$11.99 On Sale**

"A juiced up Cotes du Rhone-styled effort from California's North Coast, the 2002 Old Patch Red (a field blend of Zin, Carignane, Petite Sirah, and miscellaneous varietals) boasts a deep ruby/plum/purple color... black fruits, and forest floor. 89 pts. Robert Parker



### Veramonte

**Primus 2002 \$12.99 On Sale**

"A rich, massive wine with smooth, supple tannins and dense, multi-layered flavors. Primus is comprised of Carmener, widely planted in Bordeaux in the 1800s, but now found only in Chile. This unusual cousin of Merlot produces wines of deep, exotic flavors and great aging potential."



### Domaine Alfred

**Da Red 2002 \$13.99 On Sale**

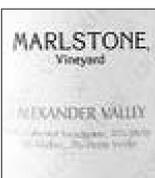
"An amazing blend of Pinot Noir and Syrah grapes that boldly delights the palette. Welcomed by a Pinot nose, then handed over to the Syrah, it will delight you with every sip." 88 pts. Wine Spectator



### Spelletich

**Bodog Red 2001 25.99 On Sale**

"Dense ruby/purple in color with aromatic red, black and blue fruits leaping out of the glass. This multi-dimensional wine opens to plump blackberry, blueberry and cherry on the layered palate..."



### Clos Du Bois

**Marlstone 1999 \$36.99 On Sale**

"The nose is inviting and aromatic with intense cocoa, roasted coffee, creme brulee, and subtle cinnamon and allspice aromas. Concentrated fruit flavors of ripe dark cherry and blueberries, ...the palate with a rich mouthfeel that leads to a long silky finish." 91 pts. Wine Enthusiast



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		KING SET	1630 \$899	KING SET	2110 \$1179
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SUGG.	SALE	SUGG.	SALE	SUGG.	SALE
TWIN EA. PC.	620 \$349	TWIN EA. PC.	950 \$529	TWIN EA. PC.	1100 \$599
FULL EA. PC.	750 \$419	FULL EA. PC.	1150 \$649	FULL EA. PC.	1330 \$749
QUEEN SET	1760 \$999	QUEEN SET	2520 \$1399	QUEEN SET	2940 \$1649
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