

# BUSINESS NEWS



Hunterdon County Chamber of Commerce- Monthly Newsletter

## 31ST ANNUAL HUNTERDON BUSINESS EXPO & FOOD SHOWCASE A HUGE SUCCESS



PNC Bank presented the Hunterdon County Chamber of Commerce's 31st Annual Hunterdon County Business & Food Showcase on Thursday, November 7th at the Nex Level Arena on Case Boulevard in Flemington. This year's event, which was free and open to the public, featured over 100 businesses showcasing the unique qualities that make Hunterdon a great place to visit, shop, work and do business. Thank you to everyone that participated and visited the Expo this year.

This show continues to be an important opportunity to bring together the business community of Hunterdon County. It is a great showcase of the diversity of businesses we have in our region. The Chamber would like to thank the committee members for all of their hard work that made this year's show a banner year:  
Committee Chair- Randy Block of Raab Coins,  
Committee Members: Victoria Davis of Have Adding Machine Will Travel, Floyd Stafford, Angelo Graziani of DomAlena's Hair and Nail Lounge, Errol Ernstrom, Richard Hall of Century Link, Bill Harnden of RVCC, Scott Neal of Fibrenew West Central Jersey and Greg Alvarez of Safari Solutions.

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DECEMBER 2019, VOL. 44 NO. 10

## OPPORTUNITY NJ LEADERS PRESENT AT MULTI-CHAMBER MEETING



Tom Bracken and Michele Siekerka are continuing their unwavering mission to make the Garden State more attractive for businesses, and more affordable for employers and residents. The co-chairs of Opportunity New Jersey presented this week at a multi-chamber meeting of the Hunterdon County Chamber of Commerce, the Somerset County Business Partnership, and the Morris County Chamber of Commerce. The meeting was held at Raritan Valley Community College.

Bracken, President and CEO of the New Jersey Chamber of Commerce, and Siekerka, President and CEO of the New Jersey Business and Industry Association, gave the assembled chambers an update on the activities of ONJ's Economic Development and Advisory Council. They also provided an overview on the group's *Plan for an Affordable New Jersey*, which outlines a new approach to get New Jersey's economy on track.

## A LOOK AT THIS ISSUE:

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## AN EVENING OF LEADERSHIP WITH STEDMAN GRAHAM

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The Hunterdon County Chamber of Commerce Foundation held An Evening of Leadership with Stedman Graham on Tuesday, November 12th. The evening was attended by over 200 attendees, which included leaders of communities and local high school students.

The evening keynote speaker, Stedman Graham, a New York Times best-selling author and educator and a New Jersey native. The event was held at the Hunterdon Central Regional High School as part of The Hunterdon County Chamber of Commerce Foundation's Evening of Leadership Presented by Unity Bank Center for Business & Entrepreneurship.

In his twelfth book, entrepreneur Stedman Graham lays out a roadmap to more effective and purposeful leadership. He discusses successful leaders and uses anecdotes from his own life to illustrate the importance of identity leadership in each of our lives.

Originally from Whitesboro, NJ, Stedman Graham is the Chairman and CEO of S. Graham & Associates and has a reputation for being a thought leader who helps businesses and individuals. His message of self-awareness and positive thinking delivered thought provoking, real life scenarios of how one's identity can be lost amidst the speculations and opinions of those around you, not directly connected to you, the individual. He goes on to share how, as a young African American man growing up in a predominately African American neighborhood surrounded by a county of predominately white people, Stedman was not viewed as someone to achieve in life – mainly because of where he was raised and by opinions of others.

Stedman went on to prove them wrong while pursuing his drive to achieve in his life and to share those achievements with so many. Stedman was very inspired by his one brother, Jimmy, who was a special-needs young man. Stedman felt that if his brother can go on day to day and make something of life and achievements of his own, why can't he? Why can't others?

Stedman has dedicated his time teaching college classes, leading non-profit organizations, speaking around the world as well as many other initiatives. Stedman's focus on bringing awareness to the leadership skill, which is important, a key element to everyone of all ages, race, etc.

In his book *Identity Leadership*, Stedman details a nine-step road map for individuals to take on and develop their leadership skill and become more self-aware.



Without a strong identity, people are more likely to be carried by the influence of their environment into a future requiring very little reflection or development. In order to be a leader, you must first lead yourself was the strong message by Stedman. This message carried through the audience had many people reflecting on their own lives, understanding that everyone can be a leader, but you must start with yourself first.

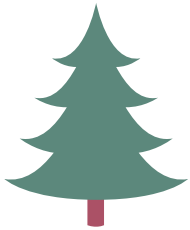
Students were very engaged during the Q&A, some asking for Stedman's opinion on education tracks, skills, how to become a successful entrepreneur. Other engaged with him one-on-one after the presentation.

The event was proudly sponsored by BKC, CPAs, PC, Michelle Heide & Associates, MSI Plumbing, Inc., Prevention Resources, Inc., Provident Bank of Flemington, Unity Bank, and Wright & Ford Family Funeral Home and Cremation Services.

# UPCOMING CHAMBER EVENTS

## January

- 13- CHAMBER CONNECT OPEN HOUSE
- 15 - LEADS EXCHANGE CENTRAL
- 16 - CHAMBER 101
- 29 - LEADERSHIP HUNTERDON OPEN HOUSE
- 30 -MEMBERSHIP OPEN HOUSE



To submit your organization's announcements, visit [hunterdonchamber.org](http://hunterdonchamber.org) and fill out the form on the NEWSLETTER page under the 'News and Events' tab. Submissions must be received by the first Monday of the preceding month for publishing. All submissions subject to approval by the Chamber.

## February

- 5- LEADS EXCHANGE NORTH
- 19 - LEADS EXCHANGE CENTRAL
- 20 - CHAMBER 101
- 28- ANNUAL MEETING & DINNER AT THE RYLAND INN

## SAVE THE DATE

JUNE 6 TH  
ANNUAL  
HUNTERDON  
COUNTY  
COMMUNITY DAY

- Use our Community Calendar to plan your organization's major events!
- Make a submission to our Community Calendar at [hunterdonchamber.org](http://hunterdonchamber.org)

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## 31ST ANNUAL BUSINESS EXPO DRAWS BUSINESS & COMMUNITY

*Continued from Front Page*



It is estimated that over 2,500 people attended this year's show. The popular Food Showcase highlighted 13 local restaurants, providing samplings from sliders to sub sandwiches. The showcase gave consumers the opportunity to sample cuisine for free and get to know the local restaurants.

New this year was the Authors' Nook which brought in eight local authors from diverse genres including children's books, industrial psychology, self-help, home repair and travel.

These included: Marin Resnick (*Scary the Scared Iguana*), Charles Schiereck (*Alone In The Wind*), Shonda Moralis (*Breathe, Empower, Achieve*), Melanie Curtis (*How to Fly: Life Lessons from a Professional Skydiver*), Felicia Sanzari Chernesky (*Pick a Circle, Gather Squares: A Fall Harvest of Shapes*), Dr. Peggy DeLong (*I Can See Clearly Now: A Memoir about Love, Grief, and Gratitude*), Anne Thornton (*Anne Thornton's Insiders Guide to Home Improvement*), Dr. Paul Marciano (*Carrots and Sticks Don't Work: Build a Culture of Employee Engagement with the Principles of RESPECT*).

Also generating excitement was Rago Arts of Lambertville, who provided evaluations on antiques and art brought in by attendees. Rago's presence was greatly appreciated.

Nex Level Arena also opened their Nex Level Ninja obstacle course to young Expo goers who were aged five years to adult. Some of the young Ninjas also demonstrated the course to the public during the food showcase.

This year's silent auction helped support the chamber with items including: a variety of collectibles provided by Raab Coin Shop, a Scotch on the Rocks Basket from Have Adding Machine Will Travel, tickets to both the Planetarium and RVCCArts from Raritan Valley Community College, and lunch for four at Jersey Mikes. The Chamber also offered gift certificates for a website ad, a one-year spot on Chamber Radio and meeting room use at the Large House.

There were also hourly door prizes and a few lucky attendees were chosen to enter the "Chamber of Dollars Booth". The Grand Prize was a Wine and Golf Staycation in Hunterdon. It included four greens fees at High Bridge Hills Golf Club, a Deluxe Tasting for two at Beneduce Vineyards, eight passes to Northlandz and a gift certificate to Woolverton Inn in Stockton. The winner was drawn at the end of the expo.

In addition to PNC Bank as our returning presenting sponsor, there were numerous businesses supporting the Expo including our Venue Sponsor Nex Level Arena, the Associate Sponsor Beasley Media Group (WCTC 1450 & WMGQ Magic 98.3), Food Sponsor ShopRite of Hunterdon County, Grand Prize Sponsor Northlandz, Supporting Sponsors Hunterdon Healthcare, Hunterdon Radiological Associates, HealthQuest, Diamond Nation, Raab Coins, Inc., Prevention Resources/Safe Community Coalition, Program Sponsors Wright & Ford Family Funeral Home and Cremation Services and Anita's Angels, Inc. It is the support of these community-oriented businesses that allow the Expo to be an impressive, annual event.

Special guest appearances by Dennis Malloy and Judi Franco radio hosts on NJ 101.5. They were energizing and engaging with participants, taking many photographs and signing autographs.

Stay tuned for the 2020 32nd Annual Hunterdon Business Expo & Food Showcase date and as well as all other Chamber events via our website @ [www.hunterdon-chamber.org](http://www.hunterdon-chamber.org) and social media.



## ONJ CO-CHAIRS CONTINUE STATEWIDE PUSH TO MAKE NJ MORE AFFORDABLE & COMPETITIVE



The presentation, which generated a lively discussion and numerous questions from participants, follows similar ONJ talks at meetings of the Meadowlands Regional Chamber of Commerce and the Greater Atlantic City Chamber of Commerce.

"Despite New Jersey's significant assets, including a world-class labor market and the country's busiest ports and shipping hubs, we are lagging behind our neighbors," the co-chairs said in a joint statement.

"That's why we have launched our Plan for an Affordable New Jersey, and formed ONJ's Economic Development and Advisory Council. Together, we're working directly with our state's business and government leaders to help push critical reforms that will make the Garden State more affordable for its residents, and more attractive for employers, venture funders, and other investors in our state's future."

For more information, and to sign up for the ONJ newsletter, visit [www.opportunitynj.org](http://www.opportunitynj.org).



## OPEN HOUSE CHAMBER CONNECTS JANUARY 13TH 12 - 1 PM CHAMBER OFFICE

Grow your business with referrals and connections to like-minded business owners. Join us at the open house to learn how Chamber Connects will help you get:

- More referrals
- Introductions to business owners that support your business

At the open house enjoy light refreshments, talk to current Connect members, learn more about the program and apply for membership. Chamber Connects is included in your Chamber Membership at no additional cost.



## A LOOK BACK... THE LARGE HOUSE IN WINTER





# LEADERSHIP HUNTERDON OPEN HOUSE

Leadership Hunterdon is a program that develops strong leaders within their respective organizations and prepares them for civic leadership through education and an understanding of issues affecting our community. Come to the Open House to learn more about the program.

WEDNESDAY, JANUARY 29TH

5:00 PM

HUNTERDON COUNTY CHAMBER OF  
COMMERCE

RSVP TO MARISA NOONEY MN@HUNTERDONCARDIOVASCULAR.COM

# Leads Exchange- Networking Program



## NORTH

Due to the New Year's Holiday  
There will be no leads in  
January.

*Hosted by:*  
Tom Fitzgerald of  
Disaster Restoration  
Services



## CENTRAL

Wednesday  
January 15th  
7:45 - 9 a.m.  
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Hosted by:  
Judy Gold of Coldwell Banker



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# We Cordially Invite You to Attend 2020 Annual Meeting & Dinner

**February 28, 2020 6PM**  
**The Ryland Inn**  
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The night will consist of cocktails and hors d'oeuvres, the Annual Meeting/Installation of New Officers, and dinner. There will be another tremendous silent auction this year including artwork, apparel, electronics, gift baskets and more to browse and bid on. The 2019 Annual Report will be available the night of the Annual Meeting as well as distributed throughout the year.



QTY.

- Member Ticket-\$100 - (After Jan 24th \$125)
- Non-Member Ticket-\$175 - (After Jan 24th \$200)
- Member Table of 8 & Half Page Ad \$900
- Annual Report Ad - Inside Cover \$450 (7.5"x10")
- Annual Report Ad - Full Page \$350 (7.5"x 10")
- Annual Report Ad - Half Page \$250 (7.5" x 4.875")
- Annual Report Ad - Quarter Page \$150 (3.75" x 5")
- Annual Report Ad -Business Card \$75  
(provide digital file or scan)

- Presenting Sponsor - \$3,000  
*Includes Table of 8 - Full Page Premium Ad*
- Entertainment Sponsor - \$1,500  
*Includes 4 Tickets - Full Page Ad*
- Supporting Sponsor - \$1,000  
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## Welcome New Members!

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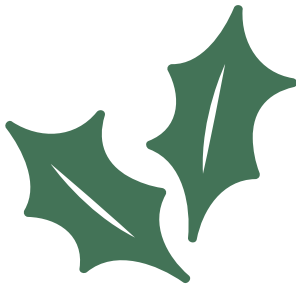
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matt@insightfulspace.com

### Viseven USA LLC

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k.sanchez@viseven.com



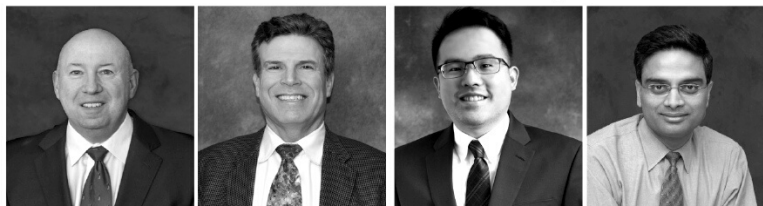
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Tax Tidbit:

Cash In on 0%  
Capital Gains Tax Rate

While the maximum capital gain tax rate can be as high as 23.8 percent, most taxpayers pay 15 percent. But there is the possibility to have your capital gains go tax-free; zero percent! In fact, this tax break has been around for more than a decade and comes into play more often than you may think. Here is what you should know:

#### Qualifying for the 0% capital gains rate

You qualify for preferential long-term gain treatment if you sell stocks, bonds or real estate (and other capital assets) you've owned longer than a year. For 2019, the zero percent rate applies to long-term capital gains for single taxpayers with taxable income up to \$39,375 and married filing joint taxpayers up to \$78,750. This often applies if you're having a low income tax year due to:

- Temporary job loss
- A tax loss passed through to you from an S corporation or partnership
- Income fluctuation for a commission-based job
- Retirement
- Moving to part-time employment

**Awareness is the key** - While you may not typically have the zero capital gain tax rate available to you, it is important to note when it comes into play.

**Here's an example:** Adam and Eve Johnson recently retire. They have a number of mutual funds they've owned for years and have retirement savings accounts. Their current income is \$58,700. Should they withdraw money from a retirement account or sell some of their mutual funds? Because they're aware of the zero percent capital gains, they decide to sell mutual funds with long-term capital gains of \$20,000 this year to get the money tax free!

**Consider your year-end tax moves** - So, keep the zero percent capital gains rate in mind as the year winds down. Know your projected income for the year and depending on your situation, you might realize capital gains that are subject to no or lower tax rates. Remember other factors often come into play, including the taxability of Social Security Benefits, so contact us at BKC, CPAs, PC (908) 782-7900 if you would like a review of your situation. Visit [www.bkc-cpa.com/resources/blog/](http://www.bkc-cpa.com/resources/blog/) for more helpful tax tidbits.

# FYI- MEMBER NEWS

## ONE VOICE WEEKEND: OCTOBER 18-20, 2019 FAITH COMMUNITIES ADDRESSED THE HARMFUL TREND OF TEEN VAPING

Each year a topic of interest and concern is identified by One Voice of Hunterdon County, Inc., a faith based prevention coalition. This year the timely topic addressed –the harms of teen vaping. In the past year, the Surgeon General declared e-cigarette (vape) use among youth a national epidemic and all 5 regional high schools in Hunterdon County have seen a dramatic rise in teen use of e-cigarettes. According to Peggy Dowd, Program Director for One Voice, “We are beginning to see a whole new generation becoming addicted to nicotine. Not only are we trying to prevent teen use, but also provide resources for those who are already addicted to vaping”.

One Voice is a partner in a countywide project, Hunterdon United for Vape-Free Youth, and is working with the Safe Communities Coalition and community leaders to address the growing concern surrounding youth vaping. One Voice works to provide information, education and resources through our faith communities with the goal of increasing outreach in our community to make informed decisions about vaping.

Rev. Harry Mazujian, Project Outreach Coordinator for One Voice explains, “The power of One Voice is to reach thousands of people in one weekend with an important message that affects our entire community. Ideally, every place of worship would address this issue on the same weekend”. This year, One Voice weekend took place October 18-20. In preparation for One Voice weekend, faith leaders along with community leaders were invited to a summit entitled The Harmful Trend of Teen Vaping: Keys for Faith Leaders and Parents, where they were educated on the topic of vaping, and given materials to be distributed within their place of worship. Each faith leader decides the best delivery/approach for their congregation.



Suggested methods to share the knowledge include: preach as part of the Homily/Sermon, host a guest speaker on the topic for Youth Group or Parent Night, incorporate into Religious Education classes, include in Announcements and/or Prayers of the Faithful, insert information in Bulletins, post on Website... or a combination of these suggested methods. All materials were also provided in Spanish.

Places of worship participating in One Voice weekend or that have recently held education events on Teen Vaping include: Califon United Methodist Church, Cokesbury United Methodist Church, First Unitarian Universalist Fellowship of Hunterdon County, Flemington Presbyterian Church, Flemington United Methodist Church, Frenchtown Presbyterian Church, Grace United Church of Christ, Our Lady of Lourdes, Our Lady of Victories, Readington Reformed Church, South Ridge Community Church, St. Anna Greek Orthodox Church, St. Magdalen de Pazzi Roman Catholic Church, St. Thomas Episcopal Church, Stockton Presbyterian Church, The Salvation Army and Unity Spiritual Center.

To find out more about One Voice contact us at 609-212-6352 or reach out to Peggy Dowd - One Voice Project Director ([peggy@onevoicehc.com](mailto:peggy@onevoicehc.com)) or Fr. Harry Mazujian - Project Outreach Coordinator ([harry@onvoicehc.com](mailto:harry@onvoicehc.com)). For more information, visit our website at [www.onevoicehc.com](http://www.onevoicehc.com) or follow us on Facebook @onevoicehunterdon.

# HIGHLIGHTS FROM THE 2019 HUNTERDON GOLF CLASSIC

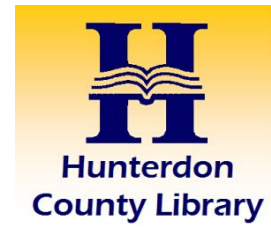


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## Highlights of the 2019 Hunterdon County Gingerbread Contest



THE WINNING HOUSE "THE SERGEANTSVILLE INN"



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# FYI- MEMBER NEWS - HATS OFF

Matt Bruno is a certified mindfulness and meditation teacher, coach and founder of **Insightful Space**. At IS Matt and company blend lived experience, mindfulness-based principles, and meditative practices to offer tools, support and guidance on your path towards healing, growth and self-discovery.

“We will work together to develop and implement a sustainable plan designed to cultivate self-awareness, increase emotional resilience and create a better life balance through self-management. Our relationship will be anchored in non-judgement, compassion, patience and encouragement,” said Matt.

“At Insightful Space we believe that by focusing on the inner work, the external changes that you seek will follow,” Matt continued. Visit their website at [www.insightfulspace.com](http://www.insightfulspace.com) for more details.

**Gebhardt & Kiefer Law Offices** makes twelfth contribution In celebration of its 135th anniversary serving central NJ residents and businesses, Gebhardt & Kiefer Law Offices made the twelfth contribution in its year-long initiative of giving back to the local community by donating 135 toys to the Salvation Army Flemington Corps’ holiday toy drive.

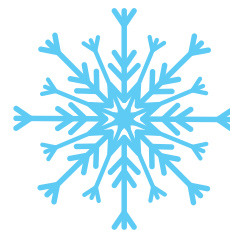
The toys were presented to Salvation Army Lieutenant Amanda Boynton on Dec. 13th, and will be distributed to area families whose children might not otherwise have gifts to open during the holidays. Throughout 2019, Gebhardt & Kiefer made monthly contributions to charitable organizations in increments of 135. The firm donated 135 buckets of household cleaning supplies to Fisherman’s Mark Food Pantry in Lambertville; 135 packs of diapers to the United Way of Hunterdon County’s Diaper Bank; 135 pet care items to the St. Hubert’s Animal Welfare Center; 135 ShopRite gift cards to the Dr. Orlie Pell Fund; 135 bundles of personal care items to Family Promise of Hunterdon; 135 movie theater tickets to the ARC of Hunterdon County; 135 rubber duck sponsorships for the Clinton Sunrise Rotary’s Great Rubber Ducky Race; 135 backpacks to the United Way of Hunterdon County’s “Tools 4 School” program; 135 bales of hay to Riding with Heart; 135 coats to the YMCA’s winter coat drive; and 135 pineapples, 135 bags of sugar, and 135 bottles of laundry detergent to the Delaware Valley Food Pantry, in addition to the recent toy donation to the Salvation Army.

In celebration of its 135th anniversary serving central NJ residents and businesses, **Gebhardt & Kiefer Law Offices** made the eleventh contribution in its year-long initiative of giving back to the local community by donating 135 pineapples, 135 bags of sugar, and 135 bottles of laundry detergent to the Delaware Valley Food Pantry in Lambertville.



Gebhardt & Kiefer senior partners Richard Cushing and Leslie Parikh presented the items to the Food Pantry’s Director of Operations/VP, Joe McGrath, on November 19. “Our firm is very pleased to support the Delaware Valley Food Pantry because of the invaluable assistance it provides to so many people in our community,” said Cushing. “We especially want to give a shout out to the indefatigable efforts of Joe McGrath, who devotes countless hours to helping those in need.”

According to McGrath, fresh pineapples, sugar and laundry detergent are among the Pantry’s most requested items. “Fresh pineapples, in particular, are rarely donated,” he said, “so when we do receive them, they are very much appreciated and they fly off the shelves.” In September, the Food Pantry celebrated the grand opening of its new and much larger location at 65-11 Cherry St. in Lambertville. The new space enables storage of much more food, including fresh fruits and vegetables in a newly donated cooler.





HUNTERDON COUNTY  
CHAMBER OF COMMERCE

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HUNTERDON COUNTY  
CHAMBER OF COMMERCE

*The Voice of Business*



*Annual Meeting and Dinner*



*February 28th*

*The Ryland Inn*

*Whitehouse Station*

