

# BUSINESS NEWS



Hunterdon County Chamber of Commerce- Monthly Newsletter

JANUARY 2020, VOL. 45 NO. 1

## HUNTERDON COUNTY CHAMBER OF COMMERCE RECOGNIZES BUSINESSES AT AWARDS BREAKFAST



The Hunterdon County Chamber of Commerce recognized business excellence with a dozen awards handed out at its yearly breakfast on December 12th, 2019. The Hunterdon County Business Awards, which were presented by Century Link, were held at Copper Hill Country Club and attended by nearly 100 members of the business community. The twelve awards included: Entrepreneur of the Year, Women's Business & Community Leader, Good Neighbor, Most Promising New Business, Most Informative Chamber Radio Show, and Amazing Kids in Business.

"The Annual Awards Breakfast is a chance to acknowledge the best of the best here in Hunterdon County," said Chris Phelan, President of the Hunterdon County Chamber of Commerce. "The winners exemplify the ideal in business practices and achievement. The Chamber is honored to host this event each year."

The Chamber has been hosting this program for more than 20 years and gathers input from the business community in its award selections. The event would not be possible without the additional support of CenturyLink, Prevention Resources, Raritan Valley Community College, Crown Trophy of Flemington, and Gebhardt & Kiefer Law Offices.

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## RYLAND INN TO HOST ANNUAL MEETING & DINNER DANCE



The Hunterdon County Chamber of Commerce will host its Annual Meeting and Dinner at the Ryland Inn again this year. The old equestrian estate set in Whitehouse Station will welcome Chamber members on Friday, February 28th. The annual gathering, which is presented by Hunterdon Healthcare-Hunterdon Medical Center, will commence at 6:00 p.m.

"The Annual Meeting is an excellent opportunity for the Business Community in Hunterdon County to come together and share in the accomplishments of 2019," commented Chris Phelan, President of the Hunterdon County Chamber of Commerce. "In addition, we will look at some of the Chamber's goals and priorities for 2020."

Among several things on the agenda, the meeting will start with an hour of cocktails and hors d'oeuvres. The installation of new officers will ensue, followed by dinner and dancing. A silent auction will take place throughout the evening. Attendees will have the chance to bid on artwork, apparel, gift baskets, and more. Chamber members will receive a copy of the 2019 Annual Report.

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# COLLABORATION IS THE DIFFERENCE

LETTER FROM THE PRESIDENT

I want to take this opportunity and thank everyone for all of your engagement and support throughout 2019. It was a very busy year for the Hunterdon County Chamber of Commerce and the Hunterdon County Chamber of Commerce Foundation. It always amazes me to see the number of committed individuals that support the efforts of making our Business Community here in Hunterdon County succeed.

The year 2019 was filled with an abundance of opportunities to participate in a variety of varied programs and initiatives. The Chamber held our marquee events from the Annual Meeting, to our Women's Leadership Summit, Hunterdon County Community Day, the Annual Chamber Golf Classic, the Hunterdon County Business Expo, the Hunterdon Holiday Parade and the Hunterdon County Business Awards.

There were numerous workshops and seminars held through the Unity Bank Center for Business & Entrepreneurship to an "Evening of Leadership" with, nationally acclaimed author, Stedman Graham. The Chamber continued to advocate strongly for the Business Community through the work of our Business & Government Committee on projects locally like Courthouse Square to statewide issues. The Chamber's alliances and partnerships with Opportunity New Jersey, the New Jersey State Chamber of Commerce and NJBIA, New Jersey Business and Industry are critical to keep the local concerns of Hunterdon County on the radar in Trenton.

Our Leadership Hunterdon Program and our Healthy Hunterdon Workforce Initiative saw continued momentum in 2019. Graduating another class from Leadership Hunterdon in the spring and then a new class getting underway in the fall builds on the impact this program is having on our County. Last year's class wrote a whitepaper on improving and strategically growing the Leadership Hunterdon program in the upcoming years.

The Healthy Hunterdon Workforce continued to see growth and participation from employers and their employees in 2019.

These are just some of the highlights of 2019 and as we move into 2020 the Chamber's leadership, board, committees and staff are very excited about what lies ahead. The Chamber Board will be adopting our new Strategic Plan for the next several years. As that plan is adopted, we will be sharing this with our membership and stakeholders in the Business Community in the upcoming months.

This year we will also see the opening of the Unity Bank Center for Business & Entrepreneurship which is an exciting completion to the renovations of the properties the Hunterdon County Chamber of Commerce Foundation purchased a few years back. The Center will become a place of great resource for the Business Community, building upon some of the programs and initiatives.

A Business Community is only as strong as those who choose to support and participate in it. I challenge each of us, including myself as we begin this New Year to ask ourselves if we are committed to making the Hunterdon County Business Community a place that we can take each of our businesses and organizations to the next level. Our Mission Statement declares that the Chamber will, "enhance an economic climate that advances growth, prosperity and the quality of life for all who live work and visit Hunterdon County." Is that our collective goal?

Our County as a whole does not have the collective time or resources, including our active volunteer base to not work towards one Hunterdon County. Our County is made up of many parts, the private sector, government, industries, great local communities and individuals which need to be headed in the same direction. Please know that I and the collective leadership of the Hunterdon County Chamber of Commerce and Foundation will re-commit our resolve to move this County forward and be the Voice of Business in 2020.

With best regards,

*Christopher J. Phelan*  
President

# 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

## February

5- LEADS EXCHANGE NORTH

7- ECONOMIC FORECAST LUNCHEON

12- HEATHY HUNTERDON WORKFORCE CHAMPIONS MEETING

19 - LEADS EXCHANGE CENTRAL

20 - CHAMBER 101

28- ANNUAL MEETING & DINNER AT THE RYLAND INN

## SAVE THE DATE

APRIL 1 WOMEN'S LEADERSHIP SUMMIT

JUNE 6 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)

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 publication. All submissions are subject to approval by the Chamber.

**BUSINESS NEWS IS PRODUCED BY THE**



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## 31ST ANNUAL BUSINESS EXPO DRAWS BUSINESS & COMMUNITY

*Continued from Front Page*



### ANNUAL MEETING & DINNER DANCE

“The Annual Report is a way to share the wide array of programmatic work and initiatives the Chamber covers,” Phelan said. “The Chamber is an advocate for business, it works around economic development, and provides resources and professional training to its members. These are a few of the things highlighted in this annual publication.”

The Annual Meeting would not be possible without the additional support of sponsors. This year’s meeting is presented by Hunterdon Healthcare-Hunterdon Medical Center. Additional sponsors for this event include: Hunterdon Radiological Associates and Prevention Resources. Additional sponsorships are available for this festive event.

This year’s entertainment will be live music provided by the band Sun Dog. They are sure to make the event a truly memorable evening.

The cost per ticket for the evening is \$100 for Chamber Members and \$175 for General Admission. Tables of eight are also available for \$900. This price includes a half-page ad in the 2019 Annual Business Report. Pre-registration is required and can be done online at: [www.hunterdon-chamber.org](http://www.hunterdon-chamber.org) or calling 908-782-7115.

Members wishing to donate a silent auction item and/or place an ad in the 2019 Annual Business Report should contact the Chamber: [cphelan@hunterdon-chamber.org](mailto:cphelan@hunterdon-chamber.org) or 908-782-7115. Silent Auction Donations may be tax deductible by your business.

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# 2019 Hunterdon County Business Awards

CONTINUED FROM PAGE 1

## 2019 Business Award Recipients

Entrepreneur of the Year

Lisa van den Woldenberg, Grape Finale

Women's Business & Community Leader

Jeannine Gorman, Flemington Area Food Pantry

Good Neighbor Award

Jim Gonzalez, JLG Printing

Most Promising New Business

Daset Home Inspection

Tell Me More Award for a Hunterdon Chamber Radio Show

The Sports Guys: Patricia Garity Smits, John Manfreda & William Wolfson

Governmental Service Award

Frenchtown Police Chief Allan Kurylka

Tourism Partner Award

Mary Passalacqua, Woolverton Inn

Special Recognition Award

Gebhardt & Kiefer Law Offices 135th Anniversary

Special Recognition Award

Hunterdon Helpline 50th Anniversary

Amazing Kids in Business

Randolph Fisher III, FirstChoice Aquatics

Connor Gross, CPG Graphix

Syney Raslowsky, The Bead Generation



### Entrepreneur of the Year

Lisa van den Woldenberg has been assisting wine lovers through the process of making their own wine at Grape Finale for almost 9 years. Grape Finale is the realization of a dream for Lisa whose passion for wine was firmly established when she attended the University of California at Davis, a world-renowned school of enology and viticulture.

Her business provides all the cutting-edge equipment and personalized guidance necessary for both experienced and new winemakers to create their own wines from premium grapes. Lisa is a Founding Member and on the Leadership Team of Hunterdon Chamber CONNECT.

She is also a member of the Tranquilli Financial Advisor Board of Directors.



### Honoree for Women's

### Business & Community Leader

Jeannine Gorman, the Executive Director of the Flemington Area Food Pantry, has lived in Hunterdon for close to thirty years. The Flemington Area Food Pantry has been providing food and personal products to needy Hunterdon County residents with respect and compassion since 1982. In 2019 the pantry was visited over 10,000 times--the highest number ever. Jeannine is incredibly proud to lead this organization which has over 1,800 clients and two-hundred and twenty dedicated volunteers.



### Good Neighbor Award Winner

Jim Gonzalez, proprietor of JLG Printing, first caught the printing and design bug during his senior year in high school. Jim joined the Chamber when he was a sales representative in 2009. During the next two years Jim was able to build substantial business relationships that helped him decide to start his own printing business. Jim started JLG Printing, a full service printing company, in January of 2011.

# 2019 Hunterdon County Business Awards

CONTINUED FROM PAGE 5



## Honoree for Most Promising New Business

DASET Home Inspections, Most Promising New Business, started in 2017, offers inspections utilizing the latest, most advanced technology available. DASET is owned by husband and wife team, Daniel and Liset Medina. DASET is a certified woman and minority owned business. Daniel is Certified with the International Association of Certified Home Inspectors. As a husband and wife team, Daniel and Liset have lived in Hunterdon County since 2015. They have a blended family with 5 children.



## Honoree for Governmental Service

Chief Kurylka, Governmental Service Award Recipient, has lived in Frenchtown with his wife, Pamela since 1978. Upon becoming Chief he sat as President of the Hunterdon County Chiefs of Police Association. He is currently sitting on the executive board of "Go Hunterdon". During his career he received two meritorious commendations, 3 Service to the Community for actions taken during floods and major disastrous events. He was responsible for the implementation of the C.E.R.T. (Community Emergency Response Team). He also instituted the Bicycle Safety Helmet program.



## Honoree for Tell Me More Award Hunterdon Chamber Radio

What do you get when you throw together a divorce lawyer, an estate attorney and a bankruptcy lawyer? The Sports Guys, the recipients of the Tell Me More Award, of course. Bill Wolfson is a Flemington lawyer who handles primarily bankruptcy and business cases. Bill graduated from Hunterdon Central in 1969 and attended Philadelphia's Temple University where he played club ice hockey, flag football and baseball.

John Manfreda hails from Boston where he rooted for the Red Sox, Bruins and New England Patriots growing up. John practices Wills, Trusts and Estate law and Business Law at Gebhardt and Keifer in Clinton where he is a partner. Pat Smits practices divorce and family law in Hunterdon, Warren and Morris Counties. The New Jersey Supreme Court recognized her skill, expertise and dedication to her clients and awarded her the coveted designation as a Certified Family Law Attorney.



## Special Recognition Award

While many New Jersey law firms have come and gone over the past 135 years, Gebhardt & Kiefer, recipient of a Special Recognition Award, has been a respected member of the legal community and the Hunterdon County community since 1884.

The firm was founded in Clinton by William C. Gebhardt, a prominent local attorney and three-term state senator who was also appointed as Clerk to the NJ Supreme Court by Governor Woodrow Wilson.

Today, Gebhardt & Kiefer has grown to become Hunterdon County's oldest and largest law firm, with 18 attorneys providing legal services in the areas of family law, estate planning & administration, employment law, personal injury, business & corporate law, civil rights, tax planning & tax controversy, and municipal law.

CONTINUED ON PAGE 9

# Leads Exchange- Networking Program



**NORTH**



Wednesday,  
February 5th  
7:45 - 9 a.m.  
Holiday Inn  
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**CENTRAL**

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# Highlights of the 2019 Hunterdon County Holiday Parade

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# 2019 Hunterdon County Business Awards

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### Honoree for Tourism Partner Award

Mary and Mario Passalacqua purchased The Woolverton Inn, winner of the Tourism Partner Award, in February of 2016. Their dream to own a historic inn began many years ago when they first lived in Binghampton, NY. They would take weekend trips to the country inns of the Hudson Valley and New England. Owning the Woolverton Inn is more than a job; it is also a place where Mary and Mario explore their passions like restoration and gardening. They love getting out for a walk or bike ride along the towpath of the D&R Canal, or exploring Hunterdon County.



### Special Recognition Award Hunterdon Helpline

Also a recipient of a Special Recognition award, Hunterdon Helpline is celebrating 50 years of being a 24-7, 365-day hotline to assist people with any need at any time. Hunterdon Helpline began in 1969 by a North Hunterdon Guidance Counselor, Ron Roth, as a teen hotline—which was cutting edge back then. It grew from there into the helpline of today, serving the vulnerable populations of Hunterdon, Somerset and surrounding areas. In addition to referring to other appropriate government and nonprofit agencies, it has developed its own programs, such as Telephone Reassurance and Friendly Visitors for Seniors.

CONTINUED ON PAGE 13

## 80 POUNDS AND COUNTING...

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## Tax Tidbit: Cash Flow: A Central Part of Your Business Plan

When tracking and planning your business objections, it's easy to focus your analysis on two reports - the income statement and balance sheet. But one of the primary keys to your business's success relies more on how you handle the money flowing in and out of the business. The appearance of a solid profit can hide a lurking cash flow problem.

Here are practices to help you give your cash flow the attention it deserves:

**Understand your cash position.** Start with simply getting in the habit of monitoring your bank account activity daily to watch for mistakes or unforeseen charges. Then look at each business process that involves cash - purchasing, inventory, collections and payroll are good examples. Consider extending terms for paying vendors, establishing shorter terms for customers to pay and implementing a review process to ensure accurate payroll calculations. Also explore opportunities to turn over your inventory faster.

**Create a cash flow statement forecast.** With your knowledge of cash, create a forward-looking statement of monthly cash flow. It will reflect the ebbs and flow of cash throughout the year and identify times of cash crunch. You can then see the impact of changes you are making on your company's cash position.

**Identify relevant ratios.** There are many helpful cash flow ratios. Identify ratios that are especially helpful to your business. Have debt? Consider the cash flow coverage ratio (operating cash flow ÷ by debt) to help plan for scheduled debt payments. Making a lot of capital purchases? Use the free cash flow calculation (operating cash flow - capital expenditures) to determine how much cash will be left over after the purchases.

**Build in some contingencies.** Most businesses experience seasonality. Understanding your business cycles can help you strategically manage cash in high cash months to cover shortfalls that come in low cash months. Set up a line of credit so it's available in the case of an emergency, or as a bridge during short-term liquidity needs. A line of credit only charges interest only when used, so it's a perfect tool to have at your disposal.

Watch for hidden cash hijackers. Often times, large cash expenditures can be hidden on your income statement or balance sheet. A few examples are payments on capital purchases, debt obligations, dividends, guaranteed payments to partners and taxes. Income taxes, when not accounted for correctly, can cause a twofold problem - a large lump sum that is due in a short amount of time, plus a larger obligation to account for going forward. Don't wait until the end of the year to project your tax provision.

Appoint someone to manage cash. As with many business processes, important details can fall through the cracks if there is not clear accountability as to who is responsible for the task. So assign yourself or someone you trust to manage the company's cash flow.

When businesses fail, it's usually because they run out of money. By making cash flow a central part of your business plan, you greatly reduce this risk. Contact us at BKC, CPAs, PC (908) 782-7900 and visit [www.bkc-cpa.com/resources/blog/](http://www.bkc-cpa.com/resources/blog/) for more helpful tax tidbits.

# FYI- MEMBER NEWS - HATS OFF



## Beneduce Vineyards Recognized with Governor's Cup

On November 15th Beneduce Vineyards of Pittstown was awarded The Governor's Cup by Phil and Tammy Murphy at Drumthwacket. The event featured winners that were selected from the 2019 Garden Wine Growers Association competition and judged by the Beverage Tasting Institute. Beneduce was recognized for their 2017 Tuxedo Estate Grown White Pinot Noir, with a score of 94.

"New Jersey vintners continue to elevate our reputation for the sophisticated wines that are produced here in the Garden State," said New Jersey Department of Agriculture Secretary Douglas Fisher. "This is an industry that proudly serves our state with their fabulous vineyards and their on-farm experience."

Other recipients included: Amalthea Cellars of Atco, Unionville Vineyards of Ringoes and Jessie Creek Winery of Cape May.



## Harvest Family Success Center Introduces: EmpowerHER!

Join us every second and fourth Wednesday afternoon, beginning February 12th, at the Harvest Family Success Center for EmpowerHER! Girl Empowerment Program, a FREE discussion-based educational program for High School Girls (9th-12th grades) running from 4:00 to 5:00 PM.

Wouldn't it be great if there was a club where your daughter could learn about topics like bullying, peer pressure, and confidence building? Well this is the club for her! At this safe and judgement free program your daughter can learn all about these topics. Girls can come after school and bring homework, or just come for the program from 4:00 to 5:00 PM.

Are you looking for a group of girls your daughter can join that empowers and supports each other? Teen girls need to feel empowered if they are to grow into confident, resilient, strong young women. The EmpowerHER! Girl's Empowerment Program will teach your daughter the information she needs to know to help her feel confident, empowered and strong!

In this program, she will learn valuable information on tools and strategies to help guide her as a teen and young woman! Other topics may be developed based on what THEY want to know!

If your daughter is interested in empowering herself and others, this program is for her!"

The Harvest Family Success Center is located at 87 Park Avenue in Flemington, NJ (08822).

Registration is REQUIRED! Please call Penni Trionfo at 908-237-0465.

# HIGHLIGHTS FROM THE HOLIDAY CARD CLUB

THANK YOU TO OUR SPONSORS



# 2019 Hunterdon County Business Awards

CONTINUED FROM PAGE 9



## Amazing Kids In Business

Randolph Fisher III, an Amazing kid in Business, is a senior at Hunterdon Central Regional High School. FirstChoice Aquatics is an online fish store that Randolph runs out of his parents' basement with over 150 fish tanks. Randolph chose to start his business because he has, "Always had a connection to marine animals and the ocean." His parents were instrumental to building his business. When he asked them for a start-up loan they directed him to do a business pitch for them. They liked his presentation and now he makes monthly payments on his loan from them.



## Amazing Kids In Business

Connor Gross is a Junior at North Hunterdon High School and an Amazing Kid in business. He is proprietor of CPG Graphix which provides products that include: decals, banners, T-shirts, signs and logo creation. Connor creates original artwork and designs which he then prints with a Roland SP300 printer. CPG graphix grew out of Conner's interest in race cars and their designs.



## Amazing Kids In Business

Sydney Raslowsky, an Amazing Kid in Business, is currently a senior at Hunterdon Central Regional High School. She runs, The Bead Generation, a jewelry business that sells beaded necklaces, chokers, bracelets, anklets, keychains and eyeglass chains via Instagram. It is Sydney's contention that a favorite piece of jewelry adds brightness to any day. This was never more evident than when a friend, and classmate, was killed in a tragic skiing accident. She felt she needed to do something, so she designed a beaded bracelet and made 250 of them to hand out at his funeral.



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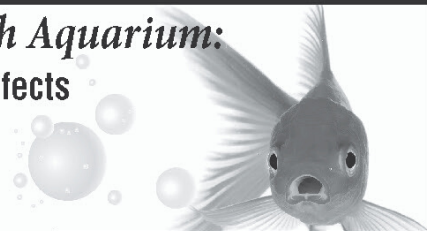
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# FYI- MEMBER NEWS - HATS OFF



Frank Peluso of Frank Peluso Photography LLC celebrates 50 years in business as of January 1st. Examples of his work can be found at Frank's website: [frankpelusophotography.com/](http://frankpelusophotography.com/)



Home Instead Senior Care of Warren and Hunterdon Counties would sincerely like to extend their thanks to their partners, Warren County Division of Aging & Disability Services, Blairstown Methodist Church, St. John's Lutheran Church, Brookfield Glen Community, Gymnastics Unlimited, Kumon Math & Reading Center of Branchburg, Little Bears Learning Center, National Kitchen & Bath Association, and Warren Hills Regional High School. Along with several area businesses: Coppers Salon, Dairy Queen of Washington, Kristina Michele Salon, North Warren Pharmacy, Panther Valley Pharmacy & Gifts and Print Plus for helping them make the 15th annual "Be a Santa To a Senior/Be a Santa To A Veteran" program a huge success.

They thoroughly enjoyed working with all of their partners and the community. "The communal response was truly heartwarming, and the season was brighter for more than the 120 seniors and veterans it touched, who otherwise might not have been remembered this holiday season. A world of thanks to all who supported this great program," wrote Home Instead in a statement to the media.



OPS Diagnostics, a biotechnology manufacturer located in Lebanon, has recently expanded. The new 6,000sf expansion will house a clean room manufacturing facility, as well as additional labs and office space.

Since 2001, OPS Diagnostics manufactures research sample preparation and preservation supplies. Supplying almost every major academic research institution in the country, as well as large private corporate firms and government agencies, OPS Diagnostics has become a trusted supplier in the biotech industry.

For more information about products and services, visit [opsdiagnostics.com](http://opsdiagnostics.com) or call 908-253-3444.



## Danielle DeFilippis Listed in NJBIZ Manufacturing Power 50

Danielle M. DeFilippis, a Member of law firm Norris McLaughlin, P.A., and Co-Chair of its Intellectual Property Law Practice Group has been recognized by NJBIZ in its "Manufacturing Power 50" list.

The list includes individuals who have made an impact on the state's manufacturers. DeFilippis was nominated for her work counseling food manufacturers as well as prosecuting and defending claims in court. She has been recognized for her ability to apply unique industry knowledge and her legal background in intellectual property to guide manufacturers and for imparting her knowledge at many trade shows throughout New Jersey and New York.

"I am extremely honored to be recognized by the manufacturing industry in New Jersey. I am humbled to be among the esteemed members of this list and grateful for the opportunity to assist food and beverage companies with their legal needs," said DeFilippis.





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