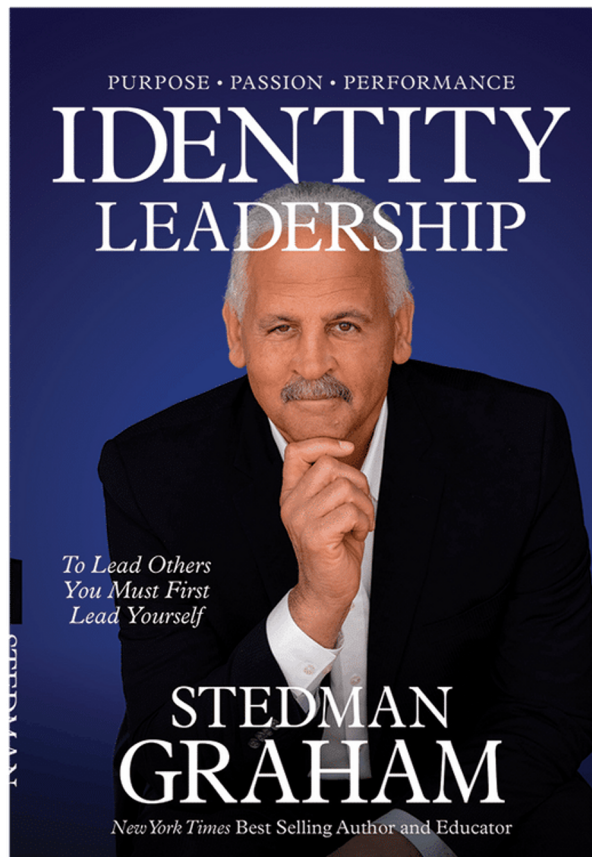


# BUSINESS NEWS



Hunterdon County Chamber of Commerce- Monthly Newsletter

## AN EVENING LEADERSHIP WITH NATIONALLY ACCLAIMED AUTHOR STEDMAN GRAHAM



New York Times bestselling author and New Jersey native Stedman Graham, will speak at the Main Auditorium of Hunterdon Central Regional High School on Tuesday, November 12 from 6:00-9:00 p.m. as part of The Hunterdon County Chamber of Commerce Foundation's Evening of Leadership Presented by Unity Bank Center for Business & Entrepreneurship.

"The Hunterdon County Chamber of Commerce Foundation is very excited to host this evening of Leadership with such a nationally recognized leader as Stedman Graham," said Chris Phelan, President of the Foundation. "The evening will be an opportunity to be inspired and gain insight into how we can all further develop and grow our own skills," Phelan went on to say.

OCTOBER 2019, VOL. 44 NO. 8

## GET READY FOR HUNTERDON CHAMBER'S 31ST BUSINESS EXPO PRESENTED BY PNC BANK

The Hunterdon County Chamber of Commerce is immersed in preparations for their 31st Business Expo and Food Showcase Presented by PNC Bank which is set for Thursday, November 7th from 2:00 to 7:00 p.m. at the Nex Level Arena on Case Boulevard in Flemington.

This free event, which is open to the public, will feature over 130 local businesses showcasing the unique qualities that make Hunterdon the best place to shop, work and do business. This year's show features some exciting new editions including: evaluations with Rago Auction House, the Nex Level Ninja Warrior obstacle course and the Authors' Nook.

More on page 2



## A LOOK AT THIS ISSUE:

MORE ON STEDMAN GRAHAM- 4

EXPO SPONSORS- 5



Rago Auctions will provide one of the most exciting additions to this year's Expo. The auction house will have evaluators on hand performing free assessments of art, jewelry and other items throughout the day. Expo goers are asked to bring one item only, if they like, for evaluation by the pros from Rago Art and Auction Center.



Nex Level Arena will also open their Nex Level Ninja obstacle course to young Expo goers. This course is based upon the show American Ninja Warrior and is usually offered as part of a class for kids ages 5 to adult. Kids will be welcome to test out the course as part of this year's Expo.



Also new for 2019 is the Authors' Nook. The Chamber will be providing booth space for authors of published books to showcase their writings throughout the day. The public is encouraged to visit the Authors' Nook and learn more about the fascinating books being written for both adults and children right here in Hunterdon. If authors are interested in being included in the Authors' Nook they should contact the Hunterdon Chamber at [info@Hunterdon-Chamber.com](mailto:info@Hunterdon-Chamber.com) for registration information.



Booth sales have been brisk but there is still room for businesses who act quickly to secure a space—all thanks to the flexible venue provided by, the recently renovated, Nex Level Arena. All businesses in Hunterdon, or those who do business inside the county, are welcome to participate in the Expo. Booths are available at a range of highly affordable rates and can be booked by calling the Chamber at 908-782-7115 or visiting their website [Hunterdon-Chamber.org](http://Hunterdon-Chamber.org).

The celebrated Food Showcase will be returning again this year. The showcase will take place from 5:00 p.m. to 7:00 p.m. and will feature numerous eateries serving free samples, including delights from Maddalena's, 55 Main, Platform One & CTO Catering, Stanton Ridge Golf Club, Jersey Mike's Subs, Oink and Moo BBQ, The Farmhouse and Max's 31. A limited amount of booths are available for restaurants who would like to participate in the showcase.

Continues on page 5



# UPCOMING CHAMBER EVENTS

## OCTOBER

2- LEADS EXCHANGE  
NORTH

7-2019 ANNUAL  
HUNTERDON COUNTY  
CHAMBER GOLF CLASSIC

17-CHAMBER 101

17-OCTOBER CARD CLUB  
AT ANITA'S ANGELS WITH  
INKYMA

16- LEADS EXCHANGE  
CENTRAL

22-COMPLIMENTARY  
MARKETING CLASS FOR  
BUSINESS & HOME EXPO  
EXHIBITORS

24- NETWORKING FOR THE  
BOTTOM LINE

## NOVEMBER

5-LEADS EXCHANGE  
NORTH

7- BUSINESS EXPO AND  
FOOD SHOWCASE

12- AN EVENING OF  
LEADERSHIP WITH  
STEDMAN GRAHAM

20- LEADS EXCHANGE  
CENTRAL

21- CHAMBER 101

22-HUNTERDON COUNTY  
ANNUAL BUSINESS  
AWARDS CEREMONY

## DECEMBER

4- LEADS EXCHANGE  
NORTH

8- HUNTERDON  
HOLIDAY PARADE  
MAIN STREET  
FLEMINGTON

18- LEADS EXCHANGE  
CENTRAL

19- CHAMBER 101

## SAVE THE DATE

FEBRUARY 28-  
ANNUAL  
MEETING &  
DINNER AT THE  
RYLAND INN

JUNE 6 - 7TH  
ANNUAL  
HUNTERDON  
COUNTY  
COMMUNITY DAY

### BUSINESS NEWS:

EDITORS- CHRIS PHELAN,  
ANA GALIETTA

## INSIDE THIS ISSUE:

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at Unity Bank Center for Business  
and Entrepreneurship- 12

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VISIT [HUNTERDONCHAMBER.ORG](http://HUNTERDONCHAMBER.ORG) TO REGISTER FOR UPCOMING EVENTS



## CONTINUED FROM PAGE ONE - AN EVENING OF LEADERSHIP WITH STEDMAN GRAHAM



The Hunterdon County Chamber of Foundation will also be working with schools that are interested in having students attend this presentation.

The Foundation encourages teachers or school administrators to reach out to us.

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. Evening of Leadership tickets are available from the Chamber Foundation and can be purchased at their website [hunterdon-chamber.org](http://hunterdon-chamber.org) or by calling 908-782-7115. General Admission is \$75 or \$50 for students (grades 5 through college). VIP tickets that include a book signing and reception with Mr. Graham prior to the evening program are \$150.

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 is delivered in a dozen books, including two best sellers, and at exclusive speaking engagements around the country.

An Evening of Leadership with Stedman Graham Presented by Unity Bank Center for Business & Entrepreneurship is proudly sponsored by BKC, CPAs, PC, Wright & Ford Family Funeral Home and Cremation Services, MSI Plumbing, Inc., Michelle Heide & Associates, and Prevention Resources, Inc. Additional sponsorship opportunities and program book ads are available from the Hunterdon County Chamber of Commerce Foundation.

The Hunterdon Central Regional High School - Main Auditorium is located at 84 Route 31 in Flemington, NJ. Free off-street parking is available on-site. The VIP reception begins at 6:00 p.m. The main program will be at 7:30 p.m. Doors open at 7:00 p.m. More information is available by calling the Hunterdon Chamber at 908-782-7115.

The Hunterdon County Chamber of Commerce Foundation, established in 2014, exists to promote, support and fund initiatives that enhance opportunities for leadership, education, economic and workforce development.

The Foundation is renovating the historic Large House to house the Unity Bank Center for Business & Entrepreneurship. The Center partners with businesses and educational institutions to provide services and initiatives that will benefit the greater community. When renovations are complete the finished Center will provide a more effective and productive environment for the Foundation to successfully work with and develop partnerships that will strengthen the business community through educational programs and support for entrepreneurship.

For more information on this event, please contact the Hunterdon County Chamber of Commerce at 908-782-7115 or online at [www.hunterdonchamber.org](http://www.hunterdonchamber.org)

### Presented By





## GET READY FOR EXPO CONTINUED FROM PAGE 2



As always sponsors play a major role in helping the Hunterdon County Business Expo and Food Showcase come together. PNC Bank has returned as a presenting sponsor this year. Additional sponsors include: the 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. If businesses are interested in one of these exclusive spots they should contact the Chamber immediately.



Once again door-to-door shuttle service will provide convenient transportation from free parking at the J.P. Case Middle School at 301 Case Boulevard in Flemington.

More information about the 31st Hunterdon Business Expo and Food Showcase can be found at the website of the Hunterdon County Chamber of Commerce, [Hunterdon-Chamber.org](http://Hunterdon-Chamber.org), or by calling (908) 782-7115.

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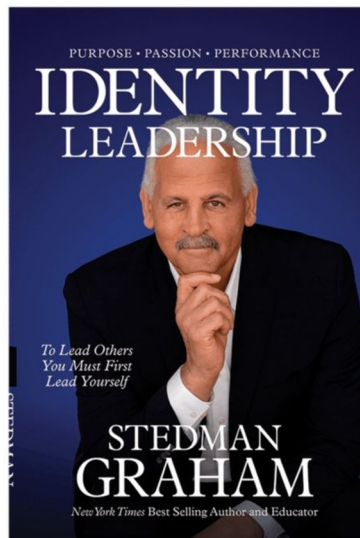
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STEDMAN GRAHAM

# AN EVENING OF LEADERSHIP

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TUESDAY NOVEMBER 12, 2019 7:30 PM

TICKETS

[WWW.HUNTERDONCHAMBER.ORG](http://WWW.HUNTERDONCHAMBER.ORG)

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# Leads Exchange- Networking Program



## NORTH

Wednesday  
November 6th

7:45-9 a.m.

Holiday Inn

Clinton



**Holiday Inn**

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*Special Guest Speaker :*  
Jeff Schneider of Roselle  
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Wednesday  
October 16th

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Flemington



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Judy Gold of Coldwell Banker



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## NORTHFIELD BANK HOSTS EVENING OF BUSINESS BRINGING TOGETHER THE HUNTERDON COUNTY CHAMBER & THE FLEMINGTON COMMUNITY PARTNERSHIP

The Flemington branch of Northfield Bank was host to this year's September Card Club. Over 75 companies were represented at this casual networking event meant to foster new relationships between members and future members alike. Members of the Flemington Community Partnership were also in attendance. Northfield Bank gave away a Cake of Cash to one lucky attendee, Tom Bay of Anita's Angels.

Northfield Bank is a full service community bank serving metropolitan New York and New Jersey. Headquartered in Woodbridge, NJ, our team strives each day to uphold our mission to be the financial institution of choice to individuals and businesses by delivering innovative financial products and exceptional customer service. Northfield was founded in 1887 in Staten Island, NY. Northfield provides a full range of financial solutions for both retail and commercial

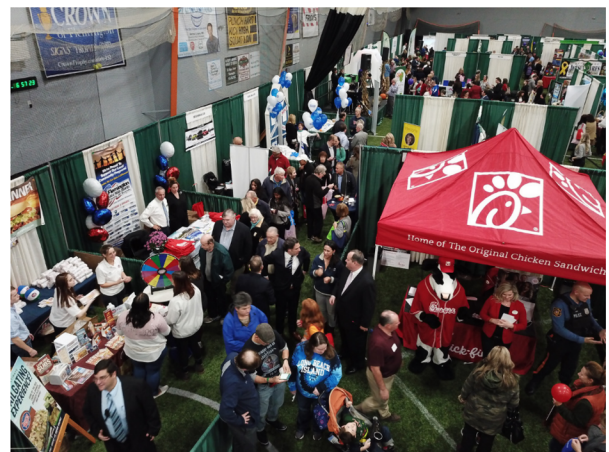
customers, including lending, cash management, digital banking, deposit, and investment solutions. Northfield Bank offers both business and consumer products. Please feel free to stop in and visit us at our 56 Main Street branch or contact them at 908-237-1290 for more information.



**Pictured Above:** Hunterdon Chamber President Chris Phelan, Vice President Ana Galletta, Regional Manager Northfield Bank Carolyn Sepkowski, Owner Anita's Angels, Tom Bay, Flemington Area Manager Northfield Bank, Cheryl Pollice and the Executive Director of the Flemington Community Partnership, Robin Lapidus



- **100+ EXHIBITORS**
- **20+ RESTAURANTS**
- **2,500+ ATTENDEES**



**Thursday, November 07, 2019**

**Business Expo 2-7PM**

**Food Showcase 5-7PM**

**Nex Level Arena - Flemington NJ**



## Welcome New Members!

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Contact: Carl Taylor  
908-237-3096  
carl@cartaylorlaw.com

### **Oink and Moo BBQ**

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Hampton, NJ 08827  
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Contact: Josh Sacks  
info@oinkandmoobbq.com

### **Nextup Speaker**

Management  
8 Fieldstone Drive  
Clinton, NJ 08809  
www.nextupspeakers.com  
973-792-8200  
Contact: Michael Humphrey  
mike@nextupspeakers.com

### **The UPS Store Flemington**

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908-806-4842  
Contact: Simon Philips  
upsstore1752@gmail.com

### **Remax Our Town**

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Somerset, NJ 08873  
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Contact: Christina Kaplun  
christina.kaplun@remax.net

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Bradshaw  
orders@since1920.com

**Continued on Page 14**

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## Tax Tidbit: Recent New Jersey Tax updates



Effective October 1, 2018, New Jersey sales and use tax was imposed on transient accommodations. The definition of transient accommodations included living/sleeping space for the lodging of occupants for a term of less than 90 consecutive days. This new law became known as the "Jersey Shore Rental Tax". Individuals who owned any type of short-term residential rental property now had to charge NJ sales tax on their rentals. However, in August of 2019, NJ enacted legislation (effective 8/9/19) that limited the scope of transient accommodations that would be subject to collecting the sales and use tax to rentals of professionally managed units and rentals obtained through a transient space marketplace (such as Air B&B) or travel agency. This meant that an individual homeowner who was renting their property directly and collecting the rental payment directly no longer had to charge NJ sales tax on their short-term rental income. However, this law only applied prospectively. Individual homeowners or their short-term occupants could not request refunds of previously charged and or paid NJ sales tax.

Each year, both employees and employers are required to contribute to the New Jersey Unemployment, Disability, and Family Leave Funds. For 2019, the combined tax rate for these various funds was 0.675% for an employee's share. The employer's tax rate would vary based on their experience rating. The maximum wages, per employee, in 2019, that is subject to the tax is \$34,400. The wage base is adjusted annually, based on inflation. The current 2019 employee contribution for these various funds is 0.675%, or \$232.20 on \$34,400 of payroll. For 2020, the taxable wage base for unemployment tax only will increase to \$35,300, at a tax rate currently of 0.00425%. However, the tax rate for the Disability and Family Leave Funds significantly increases to \$134,900. The tax rate for these two funds is 0.0017% and 0.0008%, respectively. In 2020, the maximum employee assessment to the Unemployment Fund will be \$150.02 and the combined maximum contribution to the Disability and Family Leave Funds will be \$337.25 for employee withholdings only. This means that for a person earning \$134,900 or more in 2020, their combined assessment will increase from a total of \$232.20 in 2019 to \$487.27 in 2020. For employers, this will mean that their assessment to the Disability Fund, which they are taxed at the rate of 0.005%, on the combined total of their employees' base wages, will also increase. For every employee that earns in excess of 35,300, up to \$134,900, the employer's expense will increase from \$172 in 2019 up to \$674.50 in 2020, per employee.

Contact us with questions at (908) 782-7900 and visit [www.bkc-cpa.com](http://www.bkc-cpa.com) for more details.





## October Card Club Networking Event

**JOIN US FOR THIS SPECIAL FALL EVENT**

**Thursday, October 17, 2019**

**5:30 PM - 7:30 PM**

**HOSTED BY**



**&**



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**Admission is included for Chamber Members**

**Non-Members - \$25**

**REGISTRATION REQUIRED**

**Register online @ [www.hunterdonchamber.org](http://www.hunterdonchamber.org)**

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# HATS OFF

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In celebration of its 135th anniversary serving central NJ residents and businesses, Gebhardt & Kiefer Law Offices made the ninth contribution in its year-long initiative of giving back to the local community by donating 135 bales of second-cutting hay to Riding with Heart in Pittstown, NJ.

Gebhardt & Kiefer president Mark Chazin and partner Jake Papay presented the hay bales to Riding with Heart program manager Carla Harbourt on September 19. The donation will help to feed the organization's eleven horses.

Riding with Heart is an equine-assisted therapeutic riding center that provides a safe, progressive, therapeutic environment to persons who are physically, emotionally or developmentally challenged. The center offers adaptive therapeutic riding, hippotherapy, and equine-assisted learning, as well as a social skills program for children with autism and learning disabilities.

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Throughout the year, Gebhardt & Kiefer will continue to make monthly contributions to charitable organizations in increments of 135. So far this year, the firm has 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, and 135 backpacks to the United Way of Hunterdon County's "Tools 4 School" program, in addition to the recent donation of 135 bales of hay to Riding with Heart.

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## Upcoming Courses:

- October 24-Networking for the Bottom Line with Rosanne DeTorres, Esq.
- Are your networking efforts getting you the results you need? If you want to improve your outcome, attend this workshop. Whether you are new to networking or a seasoned professional, this interactive workshop will help you develop your skills and teach you how to create a successful networking strategy.
- Learn to break the ice and improve small talk.
- Create a memorable introduction.
- Find out about mistakes you should avoid.
- Learn how to end a conversation gracefully.

Rosanne DeTorres is one of 150 attorneys in the State of NJ that is certified by the NJ Supreme Court as a Matrimonial Law Attorney. Ms. DeTorres is the managing partner and co-founder of DeTorres & DeGeorge Family Law with offices in Morristown and Flemington, New Jersey. D|D is a boutique law firm specializing in divorce and family law. The firm prides itself on settling 99% of all divorce cases without going to court in about half the time of the statewide average.

To register for the above courses, visit our Chamber calendar at [www.hunterdonchamber.org](http://www.hunterdonchamber.org)

## FYI

### Roxey Ballet Celebrates Halloween with "DRACULA"

Kicking off its 26th season, Roxey Ballet stages its dance adaptation of Bram Stoker's "Dracula" on October 8, October 18-20 and October 25-27. Roxey Ballet's "Dracula" interprets Stoker's famed horror story through a complete sensory experience of movement, music and spoken word with pyrotechnic, sound and lighting effects.

Showcasing 16 world class professional artists, the performances take place both at The Jim Wise Theater on the Campus of NJIT in Newark, NJ on October 8, 2019 and at the intimate, Canal Studio Theater in Lambertville, NJ.

"We're so excited to celebrate our Halloween tradition in Lambertville with 10 thrilling performances of our popular Dracula ballet," said Mark Roxey, Founding Director of Roxey Ballet. "This production is not for the faint-of-heart but is appropriate for kids 7-up and adults alike. The small venue combined with bone-chilling music and multi-media effects draws the audience deeply into 18th century England and the spooktacular story crafted by our world-class artists. The experience is like watching a silent movie, until you scream" General admission seating may be purchased online at [www.RoxeyBallet.org](http://www.RoxeyBallet.org) or by phone at (609) 397-7616.

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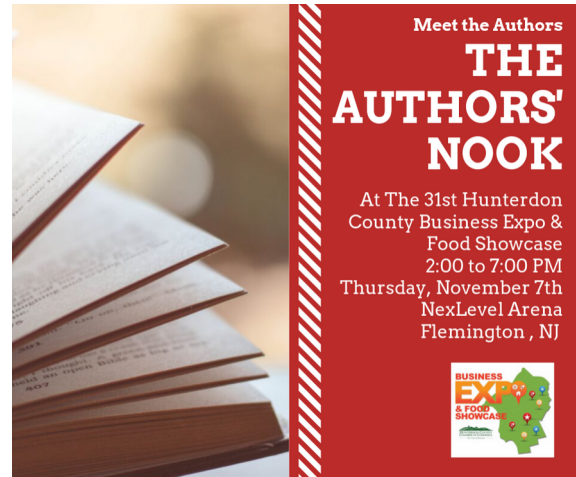
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Phone: 609 397 9597

Contact: Daniel Tuft

908 693 2213

[dtuft@responseworks.com](mailto:dtuft@responseworks.com)

A black and white photograph of a Halloween-themed still life. In the foreground, there are several pumpkins, some carved into jack-o'-lanterns with smiling faces. A lantern sits on the left, and a bowl of candy is in the center. The background is a blurred indoor setting with string lights and a fireplace.

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# FYI- MEMBER ANNOUNCEMENTS

**Red Mill Museum Village** to Host 29th Annual Haunted Red Mill. Halloween season is here once again, and that means the famous Haunted Red Mill at the Red Mill Museum Village is back for its 29th season of scares! The Creatures of the Night are ready and waiting for you in the maze, terror trail, hayride, vortex, and the historic Red Mill. The attraction runs Friday October 11th, Saturday October 12th, Friday October 18th, Saturday October 19th, Friday October 25th and Saturday October 26th. The box office is open each night from 5pm to 10pm and the attraction opens after dark at approximately 7:00pm. Visit <https://theredmill.org/haunted/> for tickets and more information.

Flu Prevention in the Workplace - Keep your Workplace Healthy this Flu Season **Hunterdon Medical Center's Occupational Health Services** located at 63 Church Street in Flemington offers convenient and affordable flu vaccination services to businesses to ensure this important vaccine is available to all your employees. The Centers for Disease Control and Prevention (CDC) recommends an annual vaccination to prevent and protect against the seasonal flu.

Contact Occupational Health Services at 908-442-1674 for more information regarding this program, fees and scheduling.

Deanna L. Koestel, a Member of law firm **Norris McLaughlin, P.A.**, joined a panel of local business professionals for the Entrepreneurs' Organization (EO) New Jersey chapter's learning event, "Insight 2020 Lightning-Round Secrets from Top Experts," which was held on September 18 at Verve Restaurant in Somerville.

The panel discussion was moderated by Carl Gould, President of 7 Stage Advisors, and answered the EO audience participants' questions in a lightning-round style. The audience questions were posed to help participants plan for success in the upcoming year resulting in a lively discussion on multiple topics that were "top of mind" for local entrepreneurs.

Karolina A. Dehnhard, a Member of law firm **Norris McLaughlin, P.A.**, and Chair of its New Jersey Matrimonial & Family Law Practice Group, spoke at the 60 Million Congress Global Polonia Summit, which was held October 2nd to the 6th, in New York City. Throughout the summit, Dehnhard discussed how to operate in the global economy, how to connect start-ups from Europe with those from the United States, and how Polish businesses help their U.S. counterparts to establish operations in the European Union. Having taken part in the European Union Economic Forum in Poland in September, she also commented on what opportunities there are for European Union start-ups working with U.S.-based business incubators.

Karolina A. Dehnhard, a Member of law firm **Norris McLaughlin, P.A.**, and Chair of its New Jersey Matrimonial & Family Law Practice Group, has been named to the Southern New Jersey Advisory Board for Investors Bank. "I am thrilled to be named to the Advisory Board. As an advocate for the bank, I look forward to using my knowledge of financial issues to provide insight into Investors Bank's services and products," Dehnhard stated.

**Home Instead Senior Care** is excited about getting its annual "Be A Santa To A Senior" program kicked off for Christmas 2019. This program has been successfully granting wishes for seniors in Warren/Hunterdon Counties for over 15 years and we are ready to put smiles on more seniors faces this year. "Be a Santa To A Senior" is Home Instead Senior Care's nationwide gift-giving and companionship initiative. Many seniors are alone with no family or friends nearby. Please go to the BASTAS website at [beasantatoasenior.com](http://beasantatoasenior.com)

How the program works: Local organizations provides the names of needy senior in our area. Veteran's Haven North provided us with the first names of their veterans. Gift tags with the first name and gift request are placed on Christmas wreaths in various locations throughout the county. Generous patrons of the establishments take gift tags, purchase the wish and return the item to the location, unwrapped with the tag attached. Home Instead Senior Care then enlists the volunteer help of its staff, CAREGivers, business associates, and volunteers from the community to collect and wrap the gifts for the seniors and veterans. The gifts will then be delivered starting on December 11th. Our "Be A Santa to A Senior/Be A Santa To A Veteran" program will run from November 8th through December 6th. Any questions please email Lucy at [lucy.hurley@homeinstead.com](mailto:lucy.hurley@homeinstead.com) or franchise owner Tracy Fazzolari, [Tracy.fazzolari@homeinstead.com](mailto:Tracy.fazzolari@homeinstead.com)

- 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 publishing. All submissions subject to approval by the Chamber.



*The Voice of Business*

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## HUNTERDON COUNTY CHAMBER OF COMMERCE



- **100+ EXHIBITORS**
- **20+ RESTAURANTS**
- **2,500+ ATTENDEES**



**Thursday, November 07, 2019**

**Business Expo 2-7PM**

**Food Showcase 5-7PM**

**Nex Level Arena - Flemington NJ**