



Spring • 2017

# ChamberBriefs

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## 5K RACE & 3K WALK

Come join us for the 3rd Annual MRCC / Trail Conference 5K Race & 3K Walk on Sunday, May 21st at the Darlington Schoolhouse on Ramapo Valley Rd. Whether you are a fan of running or walking, the course is not only USAF Certified, but provides a beautiful scenic tour on a mix of pavement through the Polo Grounds and Packed Trail in Ramapo Mountain. Our Premier Sponsor, Prestige Family of Cars and other local sponsors will be at the event to greet and engage the attendees with giveaways.

Our prior events drew over 300 runners and walkers of all ages, sizes and abilities, so register early. Whether you come for fun, exercise or competition, there are raffle prizes and refreshments open to all. Metals and gift cards will

be awarded to the top 3 winning times in multiple age categories. We look forward to seeing you there!

A special thanks is extended to our current list of sponsors that are supporting our race: Prestige Family of Fine Cars, Bergen County Department of Parks, Good Samaritan Hospital, Inserra Supermarkets, Konica Minolta Business Solutions U.S.A., Inc., M&T Bank, Ramsey outdoor, TD Bank, Valley Health System, Hughes Environmental Engineering, Ramapo College of New Jersey, Cereus Financial Advisors, Eastwick College, Fleet Feet Sports, Kinetic PT/AcuWellness, Lincoln Technical Institute, Mahwah Bar & Grill, Speedpro Imaging Inc., Durkin Agency, Grassi & Co., and HYTORC.

## DIRECTOR SPOTLIGHT

### Mark Fairman, LUTCF, CLTC

Mark Fairman is a Financial Services Professional with NYLIFE Securities LLC and an Agent with



Mark Fairman

New York Life Insurance Company since 2003. Mark hails from Ramsey, NJ, and graduated from Rutgers College, New Brunswick with a B.A. in

American Studies. He is licensed as a Registered Representative through the regulatory agency, FINRA, and carries a Life Underwriter Training Council Fellow designation with the American College. Mark carries the professional designation of CLTC (Certified in Long Term Care) in the field of Long Term Care planning and is an active member of NAIFA (National Association of Insurance and Financial Advisors).

He is also proud to be a 2014 Qualifying member of the prestigious Million Dollar Round Table (MDRT), which is recognized globally as the standard of excellence for life insurance sales performance.

Mark has been a member of the MRCC Board of Directors and AVP of Membership for 10 years. He assists with member support activities including the quarterly "Member Benefits Overview" which is open to new and current members as well as non-members interested in joining the MRCC.

## Register today!

**MAY 21**

### MRCC-Trail Conference

#### 5K Race & 3K Walk

Darlington Schoolhouse

Enjoy a great day on a lovely course while you support MRCC and the NY-NJ Trail Conference.

**MAY 23**

### Dinner & Networking Cruise

*Spirit of New Jersey, Weehawken*

Great NYC views, great food, networking & cash bar.

## Save the date

**JUNE 15**

### Social Media Day

*Sheraton Mahwah Hotel*

Uncover the power of Social Media! Workshops, seminars & lots of networking.

EARLY BIRD RATES EXTENDED THROUGH MAY 22

## SOCIAL MEDIA DAY

New Jersey's Premier Social Media Event

JUNE 15, 2017 SHERATON MAHWAH HOTEL

One International Boulevard | Mahwah, NJ 07430



### Uncover the Power of Social Media

Learn how to make it work for you and your business at this exciting full day event.

1. 24 Intensive Training Workshops
2. Great Vendors & Plenty of Networking Time
3. Stellar Media Panel
4. Profitable Sponsorship Opportunities

EARLY BIRD RATES  
through May 22.  
Reserve your space today!  
[bit.ly/SocialMediaDay2017](http://bit.ly/SocialMediaDay2017)



#### Keynote Speakers

LUNCH KEYNOTE SPEAKER  
**Frances Cole Jones**  
Author & Communications Expert



OPENING KEYNOTE SPEAKER  
**Pattie Simone**  
Digital Strategist & Entrepreneur



CLOSING KEYNOTE SPEAKER  
**Yasmin Bendor**  
Social Media & Digital Strategist



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**Ramon Ray**  
Publisher of Smart Hustle Magazine  
Expert in Using Your Personal Brand to Grow Your Business on Social Media



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### Attendee Options:

\$79-\$189 | Student Rates \$49 / \$99

- Full Day 8:30am-7pm (includes breakfast, lunch & After Party)
- Half Day Morning 8:30am-12:30pm (includes breakfast)
- Half Day Afternoon 12:30pm-7pm (includes lunch & After Party)
- Student prices available for Full Day/Half Day Sessions

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Bergen County's Premier Chamber of Commerce™

## Your 2017 Membership Directory



All members should have received their copy of MRCC's 2017 Membership Directory. Please keep this valuable resource handy so you can support and refer MRCC members.

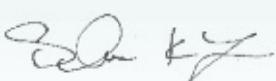
## PRESIDENT'S MESSAGE

I am so honored and humbled to be your President again this year!

There are so many great opportunities we have moving into the year to help you grow your business, network with others, give back to the community and educate yourself. We have events coming up such as the joint MRCC- NY/NJ Trail Conference 5K race and walk, a dinner and networking cruise hosted by the MRCC and 3 other business organizations, as well as our second annual Social Media Day this June.

We are also really proud that in addition to our 11 committees we now have an Education Committee to help bring you more events that are educational in nature. I hope that you will join us at these events and that you get the most out of your MRCC membership. I am always here if you would like to reach out to me.

Thank you.



Shannon Lazarre

MRCC President

M&T Bank



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## MEMBER NEWS BRIEFS

• **Delaney Computer Services, Inc.** has recently moved to its new home on Corporate Drive in Mahwah, N.J. Although the move was only ten minutes down the road, owners felt that Northern NJ has more to offer in the way of businesses that fit their service model. Moving to the heart of Bergen County, New Jersey, CTO and Founder Richard Delaney is exceptionally excited for the opportunities that have been uncovered in the first month of being in their new office space.

The new office has helped promote new business opportunities and offered a boost in moral to employees who were rather cramped in our old offices " says Delaney.

Delaney Computer Services provides outsourced proactive management of information technology for small and medium sized businesses in Northern NJ and NY. DCS serves clients in financial, legal, healthcare, manufacturing, civil engineering as well as several other vertical markets. The company currently has locations in Manhattan and Boca Raton, Florida as well as our Mahwah, New Jersey headquarters. Delaney has worked with businesses with as little as 5 employees and some that have 5,000, providing services to such companies as Mountain Creek Resorts, Turner Construction and Resorts World International. For more information, please visit <http://www.dcsny.com> Contact us at sales@dcsny.com or via telephone 201-669-4300.

• **R&D Legal Bookkeeping** has expanded its bookkeeping and training services in North Jersey and the Hudson Valley by moving to a larger, more modern facility, completed in October 2016. The new space is more accessible and offers increased space for private and group training, including R&D's highly sought after 3-hour QuickBooks training course.

The training program, designed by R&D Founder and QuickBooks ProAdvisor Rochelle DeJong, focuses on helping small business owners instill best practices into their accounting strategies to increase efficiency and drive profits. Included in the coursework are the 21 most common QuickBooks mistakes that hinder company performance.

R&D Legal Bookkeeping helps small to medium sized businesses of all types organize and manage their finances efficiently—positively impacting their bottom line.

• **West Bergen Mental Healthcare** has earned Best Practices recognition for Overall Services and Outpatient Mental Health in the 2016 Mental Health Corporation of America's (MHCA) National Survey.

Annnually,  
West Bergen



Grand Opening at Delaney Computer Services, Inc.



surveys clients and tabulates the results through MHCA, a nationally recognized service organization that compares the surveys of mental health agencies of similar size and scope. West Bergen has earned the recognition of #1 in client satisfaction 11 times since 1998.

Michael J. Tozzoli, West Bergen's CEO, shared, "We are thrilled to be recognized as #1 in client satisfaction by MHCA. This notable achievement is a direct result of the hard work and dedication of West Bergen's staff."

For more information about West Bergen Mental Healthcare, please visit our website: [www.westbergen.org](http://www.westbergen.org) or call 201-485-7172.

• Theresa (Terry) Showack, QPA, QKA, ERPA, and a member of the ASPPA Benefits Council (ABC) recently joined **Intac Actuarial Services** as a pension consultant as Intac continues to build its team of specialized pension consultants.

Showack, having earned her Bachelor of Arts in Math from Rowan University, has over 17 years of industry experience with previous tenure at United Retirement Plan Consultants. As one of her additional contributions during her time at United Retirement, Terry successfully spear-headed an internal focus on customer satisfaction and retention. She is also an avid supporter of the Girl Scouts and is a "Big" with Big Brothers Big Sisters Independence Region.

"Terry's in-depth experience with plan design, administration and compliance on defined contribution (DC) plans will be an asset to our seasoned team of DC experts," says Charles Rosenberg, Vice President of Pension Services. "We are proud to have Terry on our team as her knowledge underscores INTAC's commitment of excellence to our clients and industry partners across the country."

INTAC, celebrating its 40th year in business, has four offices nationwide which provide pension design, consulting and administration to more than 3000 qualified Defined Benefit and Defined Contribution/401(k) retirement plans.

• Frank R. Jones III, most recently from Guardian Life Insurance Company in Columbus, OH, has joined the professional staff of Lee, Nolan & Koroghlian, LLC, a general agency of **Massachusetts Mutual Life Insurance Company** (MassMutual), as Agency Managing Director.



Terry Showack





## MRCC Celebrates 60 Years of Service

At MRCC's Annual Luncheon, Sharon Rounds, Executive Director announced that the Mahwah Regional Chamber of Commerce is celebrating its 60th Anniversary throughout 2017. Attendees at the luncheon enjoyed a historical display showing our growth over the years. This display will be available again at our Holiday Luncheon on December 8th.

### MEMBER NEWS BRIEFS *continued*

"I am really grateful and excited about being able to join the leadership team with Lee, Nolan and Koroghlian, LLC. It is a real privilege to be a part of one of the premier firms in the financial services industry, and I greatly look forward to helping them take the office to higher levels of growth" said Jones.

As Agency Managing Director at Lee, Nolan & Koroghlian, LLC, Jones is responsible for recruiting, training, and developing new advisors to the firm. He is a member of the National Association of Insurance and Financial Advisors and the General Agents and Managers Association. He is also a soccer official with the US Soccer Federation.

Lee, Nolan & Koroghlian, LLC's main office is in Saddle Brook, NJ and they have locations in Garden City, Midtown, and Lakewood, NJ. The firm was established in 1991 and serves the insurance and financial planning needs of families and businesses in the greater New Jersey/New York area.



and Council. The proclamation, presented at the March regular borough council meeting by Mayor John Cosgrove and fellow council members, celebrates Women's History Month and represents the Borough's participation in the National Women's History Project's 2017 theme honoring trailblazing women in labor and business.

In honoring Maria Plucinsky, Mr. Cosgrove recognized her many business and civic achievements, including rising to the position of owner in a leading northern New Jersey CPA firm, a profession that is, as Mr. Cosgrove suggests, "Still predominantly a male-dominant environment." In addition, he noted her nonprofit financial expertise, which has positively benefited the Fair Lawn Community Center as well as several other local nonprofit entities.

"The firm is very proud of Maria and delighted to see this important recognition of her work," said Hunter Group co-managing director Kevin Hansen, CPA. "She continues to serve as a key member of our management team as well as a mentor to the young staff and other emerging leaders in our profession," Hansen states.



**JOIN THE CONVERSATION!**



# UPCOMING EVENTS

**PLEASE JOIN US AND INVITE OTHERS!**

**MAY** 3\* Staying Healthy On-The-Go Luncheon; Sponsored by Valley Health Systems; Hilton Woodcliff Lake

9 FREE Member Benefits Overview, Chamber Office

16 Bergen Biz Expo; The Venetian

21\* MRCC/Trail Conference 5K Race & 3K Walk; Sponsored by Prestige Family of Fine Cars, Bergen County Dept. of Parks, Good Samaritan Hospital, Hughes Environmental Engineering, Inserra Supermarkets, Inc., Konica Minolta Business Solutions U.S.A., Inc., M&T Bank, Ramsey Outdoor Store and TD Bank; Darlington Schoolhouse

23 Dinner & Networking Cruise with Fort Lee Regional CoC, Hudson County CoC, Meadowlands Regional CoC, and Newark Regional Business Partnership; Sponsored by Good Samaritan Hospital, Spirit of New Jersey

24 FREE Webinar; "Unleash the Marketing Power of LinkedIn"; Sponsored by R & D Legal Bookkeeping, and Ten Foot Digital; Presented by Dona Johns, promarkdirect, inc.

**JUN** 7\* Scholarship Awards Luncheon; Sponsored by Bergen Volunteer Center; Ramsey Golf and Country Club

15\* Social Media Day; Hosted by Sheraton Mahwah Hotel; Sponsored by Eastwick College, Envision Video Services, M&T Bank, Prestige Family of Fine Cars, and TD Bank; Sheraton Mahwah Hotel

**JUL** 13 Inspirational Women's Luncheon with Rockland Business Women's Network (RBWN), and Westrock Women's Alliance (WRWA); Sponsored by R & D Legal Bookkeeping, Inc.; HNA Palisades Premier Conference Center

26 Business After Hours; Mahwah Bar & Grill

*\*Sponsorships still available. Please inquire at the office.*

*All dates and events are subject to change. Please visit [mahwah.com](http://mahwah.com) for up-to-date information and to register for all events.*

**TUESDAY**  
**May 23, 2017**  
**6:15 – 8:45 pm**

**CRUISE  
DINE  
NETWORK**  
with 4 Regional Business Groups

**\$65 members**  
**\$90 non-members**

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**WMC** Health | Good Samaritan Hospital  
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**Dinner & Networking Cruise**  
ON THE  
**Spirit of New Jersey**

**PARTICIPATING ORGANIZATIONS INCLUDE**

Mahwah Regional Chamber of Commerce  
Hudson County Chamber of Commerce  
Meadowlands Regional Chamber of Commerce  
Newark Regional Business Partnership  
Fort Lee Regional Chamber of Commerce



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**[mahwah.com](http://mahwah.com)**

# Bergen County's Premier Chamber of Commerce™

## WELCOMES NEW MEMBERS



Above: front: I to r: Andy Sulzer of MRCC; Joe Verdone, Joe Barnes of Greater Ramsey UNICO, Waldwick; Brooke Tateossian of The Suburban Concierge, Ramsey; Wendy Cotes of MRCC; Cecilia Cordts of Bankers Life, Rochelle Park; Estelle Acerro of Clipper Magazine, River Vale; Annette Kase, Philomena Larson of McBride Corporate Real Estate, Paramus; Adrian Douglas of Levine Financial Group, Cranford. Back, I to r: Shannon Lazare of MRCC; Stew Smith of Business Machine Technologies, Inc., Fairfield; Ron Targove of Greater Ramsey UNICO, Waldwick; Mark Fairman of MRCC; Joe DeFrancesco of Celebrity Motor Car Co., Whipppany; Jim Totten of Celebrity Motor Car Co., Whipppany; Wendi Francis-Seelin of Star Tickets, Ramsey; Jodi Smith of Star Ticket, Ramsey; Sebastian Belfon of Campgaw Mountain, Mahwah; Michael Botti of Arzee Supply, Mahwah; John Underfer of Campgaw Mountain, Mahwah; Tom Richardson of Avada Software, Mahwah; Dave Rounds of SKC and Co. CPAs, LLC, Boonton Township.



Above: back, I to r: Raphael Avalo of WebClient Reach, Ridgewood; Jan Estis of Estis Promotional Marketing, Bardenia; Robert Pullman of Tele-Dynamics, Secaucus; Lauren Schiller of HNA Palisades Premier Conference Center, Palisades; John Liguori of Tele-Dynamics, Secaucus; Tara Shemonoski of HNA Palisades Premier Conference Center, Palisades; Melanie Struble of The Body Image Boutique, Saddle River; Doug Bush of Nelson Construction, Paramus; Lin Nelson of Nelson Construction, Paramus; Ken Bednarz of Simpson Roofing, Paramus; Ed Nelson of Nelson Construction, Paramus; Jeremy Simpson of Simpson Roofing, Paramus. Front, I to r: Christina Vettoso of Rodan + Fields, New City; Lisa Bontemps of Take Shape for Life, Westwood; Wendy Cotes of MRCC; Andy Sulzer of MRCC; Aparna Mulchandani of MRCC.

### NEW MEMBERS

Effective April 20, 2017

MRCC welcomes these new members, and invites you to visit them on the Chamber website.



Below left: Danny Kahn of Prominent Properties Sotheby's International Realty, Saddle River; Aparna Mulchandani of MRCC; and, Marian Gordon of Mainly Monograms, West Nyack

Below right: Free Member Benefits Overview



### From Your Northern Bergen County Commercial Real Estate Professionals

#### Recent Transactions



**2 Bailey Farm Road**  
Harriman, NY

##### Sale Details

- 96,500 sf
- 20 acre site
- Sold to Superior Packaging Group



**50 Spring Street**  
Ramsey, NJ

##### Still Available:

- 40,000 sf & 14,200 sf

##### Leased:

- 16,000 to Nitro Hobby
- 40,000 to Wal-Mart



**211 Island Road**  
Mahwah, NJ

##### Sale Details

- 108,237 sf
- Sold to user/investor: Mahwah 2016, LLC

We have several clients looking to purchase buildings in your area.

#### For Sale



99 5th Avenue  
Paterson, NJ  
79,650 for sale

**NAI James E. Hanson**  
COMMERCIAL, INDUSTRIAL & INVESTMENT

The information contained herein has been obtained from sources considered to be reliable, but no guarantee of its accuracy is made by NAI James E. Hanson.

#### Development Opportunity



518 Route 303  
Orangeburg, NY  
1.37 acres for sale

For more information:

**Kenneth D. Lundberg, SIOR**  
201 488 5800 x138 • klundberg@naihanson.com

**Patrick Lennon**  
201 488 5800 x109 • plennon@naihanson.com

235 Moore Street  
Hackensack, NJ 07601  
201 488 5800  
naihanson.com

10 Lanidex Plaza West  
Parsippany, NJ 07054  
973 463 1011



## MEMBER SPOTLIGHT

**Horizon Landscape** held their First Annual Orientation meeting on March 31st to kickoff the 2017 season. Attended by new and seasoned employees as well as Sales and Production Managers, the meeting was a perfect ice breaker where all attendees came together under one roof to gain a common understanding of the objectives and the priorities of the company. Employees were trained in defensive driving, safety, and software tablets. With advancing technology, Horizon is focusing on being environmentally responsible and going paperless, reducing our carbon footprint with software tablets for each crew. Later, the employees separated according to their departments: Landscape, Maintenance, and Irrigation/Lighting for specific training according to industry standards and service procedures. Celebrating our 42nd year in business with over 50 employees, we are looking forward to the growth of the company with new as well as committed employees who have been here for over 30 years. Horizon Landscape is also raising the bar in competitive employee programs with bonuses and incentives to keep company morale high and employees motivated. They have been members of MRCC since 2011.

**Janome America** has been a member of the Mahwah Chamber of Commerce for over 20 years. Located on Industrial Avenue in Mahwah, Janome America is a distributor of household and computerized sewing machines and parts/accessories. It's parent, Janome Sewing Machine Company, based in Japan, is one of the world's largest manufacturers of sewing machines.

Janome America has about 50 employees at their Mahwah office who work



Horizon Landscape

hand in hand with our dealers to supply the products and marketing/education support that will help fulfill our mission to be proactive and inventive with our consumers, anticipating their wants and needs before they ask and to be recognized around the world as a leader in innovation, promoting the benefits of a person's expression of creativity in general and the joy of sewing.



COMING IN 2018!

### The Valley Center for Health and Wellness

1400 MacArthur Boulevard,  
Mahwah, NJ



#### Sign Up for Discounted Memberships to the LifeStyles Fitness Program

For information about the facility and to indicate interest in the discounted membership offer, please call 201-447-8133 or click [here](#).



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# SNAPSHOTS

## from Chamber Events



### January Luncheon

Members worked together creating solutions at our Mastermind Luncheon in January.



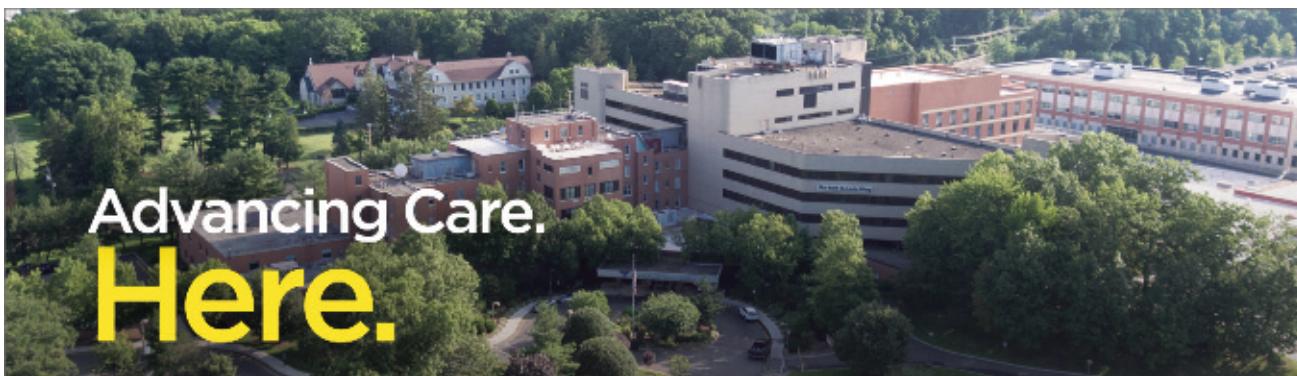
### Business After Hours

Courtyard of Marriott in Mahwah hosted MRCC's first Business After Hours in January.



### YPN

MRCC's Young Professionals enjoyed a later winter hike, directed by Don Weise of the New York/New Jersey Trail Conference.



## Advancing Care. Here.

### Another reason to feel good about Good Samaritan Hospital.

At Good Samaritan Hospital, a member of the Westchester Medical Center Health Network, our mission is to care for you. With compassion, skill and innovation — in a convenient community setting — and with access to the respected expertise of the area's leading specialists. World-class care where you live. It's another way we're Advancing Care. Here.

**Cardiology and Cardiac Surgery Program**  
**Total Joint Replacement Center**  
**The Surgical Weight Loss Institute**  
**Emergency Department**  
**The Center for Breast Health**  
**Bobbi Lewis Cancer Program**  
**The Stroke Center**



**Good Samaritan Hospital**

Westchester Medical Center Health Network

255 Lafayette Avenue, Suffern, NY 10501  
845.368.5000

Advancing Care. Here.

# Membership Appreciation Business After Hours Open House



Many members and non-members enjoyed the hospitality of the Crowne Plaza Hotel & Conference Center who hosted the event in February. The event was sponsored by M&T Bank. Guests enjoyed great food, prizes and networking.

**A SPECIAL THANKS  
TO OUR MEMBERS  
WHO SUPPORT MRCC  
THROUGHOUT THE YEAR!**



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#### Education

Aparna Mulchandani

Two by Two

#### Events

Robin Sheppard

Hampton Inn & Suites Hotel

#### Golf Outing

Kristina Marchitto

Konica Business Solutions, U.S.A., Inc.

#### Marketing

Pattie Simone

marketing-advantage

#### Membership

Mark Fairman, LUTCF, CLTC

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#### Joe Mikulka

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#### Miri Upton

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## 2017 GOLF OUTING & HUMANITARIAN DINNER

SEPT. 18, 2017  
RAMSEY GOLF & COUNTRY CLUB



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Foley Proctor Yaskowitz  
Past President and CEO  
Valley Health System  
Past Chair  
BVMI

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THE MAHWAH REGIONAL  
CHAMBER OF COMMERCE AND  
**BVMI**  
BAKER VOLUNTEER MEDICAL ADVISORY  
Network for the working uninsured

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### MRCC HUMANITARIAN OF THE YEAR

Lto r: Debbie Richin, MRCC Golf VP, Tom Eastwick, MRCC's 2014 Humanitarian of the Year, Shannon Lazare, MRCC President, Mike Azzara, MRCC's 2017 Humanitarian of the Year

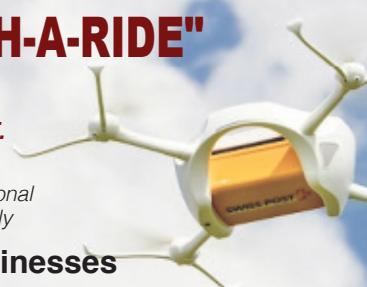
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Come "HITCH-A-RIDE"  
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Flyer deadlines:  
July 11 • October 17



## WHAT OUR MEMBERS ARE SAYING:



"MRCC is one of the best investments I have made in my business. The committees, staff and the Chamber events are all focused on helping members network and grow their businesses."

Danielle Richards • Danielle Richards Photography  
201-745-7679

"I have had many positive experiences with my membership at the MRCC. Through your organization I have forged new partnerships and have greatly expanded my book of business. Your events are always well organized with attention to detail and create regular opportunities for optimal networking."

Elaine Lago • Valley National Bank  
201-848-8848



### ANNUAL LUNCHEON



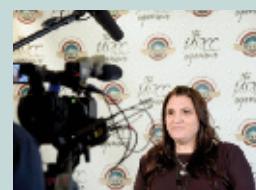
Donna Johns (left)  
promarkdirect, inc.  
2017 Member of the Year



Bridget McLaughlin (left)  
Bergen Community  
College Foundation  
2017 Volunteer of the Year



This year's  
Annual Luncheon  
was sponsored by  
M&T Bank and  
Valley Health Systems



Envision Video Services  
tapes testimonial from  
Louise O'Hare of Crystal  
Springs Resorts.



Exhibitor tables were a  
big draw for attendees.

## Mahwah Chamber Briefs

PUBLISHED QUARTERLY BY THE

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MRCC reserves the right to edit information as needed.

**mahwah.com**