

Where business and opportunity meet.

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Register today!

FEBRUARY 16

Tuesday Trivia - Mardi Gras

5:30 - 6:30 p.m. via Zoom

Quick! Grab your beads and join an hour of fun and games to end your day on a high note.

FEBRUARY 23

Virtual Speed Networking 8:30 - 9:30 a.m. via Zoom

Meet other area business people while you practice your elevator pitch. Interactive and fast.

MARCH 11

Virtual Business Card Exchange

8:30 - 9:30 a.m. via Zoom

Reaching out is even more important these days, and this is a great opportunity. Join us!

 Register at mrcc.biz

BRINGING BUSINESS BACK!

We hope this mailing finds you all well. At MRCC, we have been busy working to help members navigate the pandemic by providing resources and information, and adjusting the format of our programs to keep interaction and communication flowing. We will continue to hold our events via ZOOM until the weather gets warmer, then start hosting events outdoors. Hopefully we will be able to have indoor events by the end of the year.

MRCC GOLF OUTING DONATION

MRCC's annual Golf Outing was a smashing success last September, both fun and a great fundraiser. In December, MRCC met with our honoree at Varka in Ramsey for an outdoor lunch and presented the Mahwah Schools Foundation and John F. Carty Memorial Scholarship \$6000 each.



From l to r: Roger Remo, John F. Carty Memorial Scholarship; Maureen Huggins, MRCC Executive Director; Debbie Richin, MRCC Golf Chair; Jamie Brisby, MSF President; and Roger Pelletier, MHS Athletic Director Front and Center - Chris Wragge, CBS 2 News Anchor

More pictures on page 9

EASTWICK DONATION

Once again, Tom Eastwick of Eastwick College came thru with his Feed the Hungry program. Every year since 2015, at our Holiday Luncheon, Tom has been handing out \$40,000 (\$5000 each) to 8 of our local member food banks. The 2020 pandemic might have cancelled our luncheon but it did not stop Tom: he generously donated to the Center for Food Action, Community Outreach Services, Inc., Eva's Village, Meals on Wheels Northern New Jersey, Meals on Wheels Programs Services of Rockland, Inc., Family Promise of Bergen County, and Table to Table.



MRCC LAUNCHES NEW DIRECTORY

Every spring MRCC creates a comprehensive directory of our membership, a great tool for connecting your business with others throughout the region.

Company info for all members will be included at no charge, so please make sure your contact information is up-to-date.

Buying an ad in the Directory provides you with a cost-effective full year of advertising – great visibility for your company.

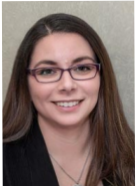
CLICK HERE TO BUY A DIRECTORY AD



JOIN US · SUPPORT US · MAKE A DIFFERENCE

DIRECTOR SPOTLIGHT

Miri Upton
Synergia
Financial



Miri has been an active member of MRCC since joining in 2008 and is completing her final term on the Board this year. "I have been active in many committees and am currently the AVP of Membership. As a life-long networker, joining the Chamber when I moved to Mahwah was only natural" said Miri.

As a Financial Adviser and founder of Synergia Financial Group, LLC, she mentors her clients in guiding them through the planning process, while keeping their core values front and center. With over 15 years of experience, she has multiple designations in both Retirement Planning as well as the Behavior Financial Advisor (BFA)TM designation. A strong focus on education and empowerment, allows her to give her clients the tools that can help fulfill their hopes and dreams.

Whether your goals are to save for retirement, your child's education, estate planning strategies, or risk protection, she can help you create your customized strategy.

To learn more about Miri and read her disclosures, visit

www.SynergiaFinancialGroup.com

MRCC welcomes its 2021 Board of Directors

These regional business people give generously of their time and talent to help the MRCC – and our members' businesses – grow.

See page 9 for a roster of the Board

PRESIDENT'S MESSAGE

Dear Friends and Colleagues,

I am honored and proud to be starting my third term as MRCC President. I want to express my continued thanks to every one of our members, directors, staff, volunteers, sponsors, and business partners for making MRCC Bergen County's premiere Chamber of Commerce.

I hope that you, your family, and your community are healthy and safe.

While things may look and feel different at the moment, I am optimistic that our signature in-person events will return later this year.

In the meantime, our staff and volunteers continue to work behind the scenes to create new and unique offerings for our members. I invite you to check out our calendar and participate in one of our many virtual events. I'm certain you will find something of value for you.

If there is anything I can do to enhance your experience with the MRCC, please feel free to reach out to me directly.

Thank you and stay well.



Peter Gallo

MRCC President

Owner, Envision Video Services

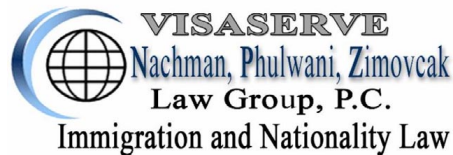


MRCC
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MEMBER NEWS BRIEFS

• **NPZ Law Group** is pleased to announce that the Department of Homeland Security (DHS) is now accepting first-time requests and renewal requests for deferred action under DACA after a federal court ordered the Trump Administration to reinstate the program.



NPZ Law Group is dedicated to protecting the rights of individuals who are covered under the DACA (Deferred Action for Childhood Arrivals) program.

On Dec. 7, 2020, DHS posted on its website that it is now accepting new applications, petitions for two-year renewals, and requests for permission to temporarily leave the U.S. In short, the Obama-era DACA program, that shields more than 650,000 individuals, has now been fully restored.

If you are seeking a request for consideration for deferred action under DACA or need assistance with a renewal petition, turn to NPZ Law. We are the experienced choice in U.S. and Canadian immigration law.

National in scope, the business immigration law firm of NPZ Law Group represents clients from throughout the United States and around the world. Regionally, our attorneys remain committed to serving the immigration needs of businesses in the Tri-state area. Our nationwide practice is focused on quality legal representation and personal service.

• **Business Machine Technologies (BMT)** is proud to announce the company has once again placed in the top ranks for statewide publication NJBIZ's 2020 Reader Rankings. BMT was rated the #2 cybersecurity company in New Jersey.



"We are proud to once again be selected as one of the top cybersecurity firms in New Jersey," says Stew Smith, VP of Business Development, Business Machine Technologies. "This recognition is a testament to our commitment in protecting small and medium-sized employers against everyday security threats. It is an honor to be named as a leader in this space."

Featuring over 60 categories, the Reader Rankings identify leaders across banking finance and insurance, education, employment, general business, health care and pharmaceuticals, hospitality and entertainment, philanthropy and corporate development, professional services, and real estate. NJBIZ readers nominate companies for each category and vote on the top 5 to 8 businesses to determine the winners.



• **CardPlus® Empower** now offers companies whose customers are primarily business-to-business (B2B) or business-to-government (B2G) a payment platform that can reduce the cost of accepting credit card payments by 30%.

CardPlus® implements a system for businesses to take advantage of the lowest pricing available (interchange rates). The interchange rate is the cost your company pays to process credit card payments. Those interchange fees are non-negotiable and are paid to the card-issuing banks, such as Chase, Citi, or Capital One.

The CardPlus® interchange optimization payment gateway leverages the B2B or B2G payment data to determine the least expensive interchange rate possible. The end result: the potential reduction in payment costs by 30%.

To learn more about how your business can take advantage of B2B/B2G pricing call Ferne Glemby at (973) 624-4300.



• **Mahwah Museum** is open Saturdays, 1 to 4 pm until late June. Rotating exhibits Revealed: Women's Fight for the Right to Vote, Palisades Amusement Park – In Miniature, and A College Comes to Mahwah: Ramapo College 1965-1975 join permanent exhibits Les Paul in Mahwah, the Donald Cooper Model Railroad and the Lee Vold Gallery. We are taking all precautions so that you can have a safe and enjoyable visit.

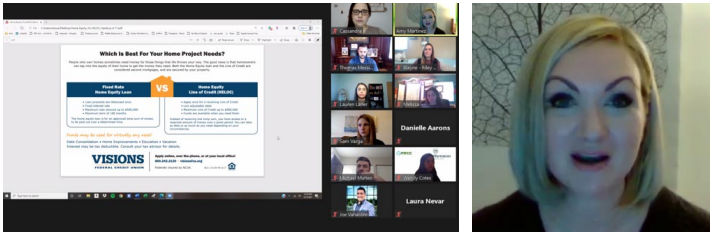
Peggy Norris will discuss Bergen County quilts and Cathy Hajo will talk about "What's in Your Attic" in upcoming webinars. We will honor Les Paul and friends and will celebrate the 150th anniversary of the Old Station Museum by opening it on Saturdays from 1 to 4 in April and May.

COVID-19 has hit the Museum hard, but we are still standing! Please consider supporting our work by becoming a member or donating. Visit the museum's updated website (<https://mahwah-museum.org/>) to learn more and watch replays of past programs.

MEMBERS WORKING TOGETHER

• Since the start of the pandemic, **Stength and Conditioning Specialist Melinda Rothman** has adjusted the way she coaches both her adult and youth clients, whether it be in their homes or virtually, both one-on-one and in a group. She has found ways to keep the workouts effective and engaging, while having access to limited equipment and small spaces. She paired with MRCC member **Jessica Bush, The Tutor Doctor of North Jersey and Rockland**, to appear on Jessica's podcast; giving parents tips on how to keep their kids active during the pandemic. They discussed the many types of exercises that don't require any equipment, and exercises that can be performed with different items found around the house (water bottles, towels, boxes filled with books, etc.). "Exercise during the pandemic is equally as important for mental health as it is for physical health. Virtual training also allows for a social aspect, while staying home and healthy" said Melinda.

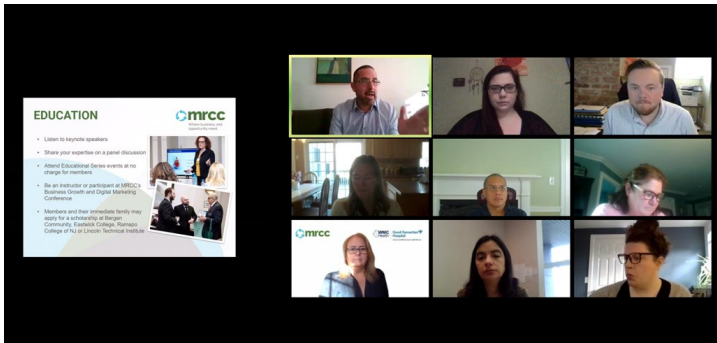
All MRCC events will be virtual via ZOOM until further notice.



YPN

YPN is switching things up for 2021 – the third Thursday of each month they will be hosting a workshop; each month will have a different topic and presenter!

They kicked off their first workshop with Amy Martinez of Visions Federal Credit Union. She talked all about Money for 2021, an emergency fund, HELOC, Home Equity Loans and more!



MRCC's Member Benefits Overview is a great way to learn the many ways your membership can help your business. This free quarterly event is perfect for new members, and a great refresher for existing members. The next MBO will be held on February 9 via Zoom. Please call the MRCC office to register.

- FEB**
 - 9 Member Benefits Overview; Via Zoom
 - 10 WIBI; Sponsored by Good Samaritan Hospital, TD Bank and Valley Health System; Via Zoom
 - 16 Tuesday Trivia: Mardi Gras; Sponsor: LB Entertainment; Via Zoom
 - 17 Lunch & Learn: All You Need to Know about COVID-19 Vaccinations; Via Zoom
 - 18 YPN Workshop: Blazing Your Own Trail: You Control the Direction of Your Career; Sponsored by TD Bank and Valley Health System; Via Zoom
 - 23 Virtual Speed Networking; Via Zoom
 - 25 Lunch & Learn: What You Need to Know About the Dark Web; Via Zoom
- MAR**
 - 5 OMNI Webinar "Preparing a Business Plan – Model the Business"; Presented by SCORE NENJ; Sponsored by TD Bank; Via Zoom
 - 10 WIBI; Sponsored by Good Samaritan Hospital, TD Bank and Valley Health System; Via Zoom
 - 11 Virtual Business Card Exchange; Via Zoom
 - 16 Tuesday Trivia: St. Patrick's Day; Sponsor: LB Entertainment; Via Zoom
 - 18 YPN Workshop; Sponsored by TD Bank and Valley Health System; Via Zoom
 - 24 WIBI; Sponsored by Good Samaritan Hospital, TD Bank and Valley Health System; Via Zoom
 - 25 Lunch & Learn; Via Zoom
 - 26 OMNI Webinar "Preparing a Business Plan – What, Why and How"; Presented by SCORE NENJ; Sponsored by TD Bank; Via Zoom
- APR**
 - 14 WIBI; Sponsored by Good Samaritan Hospital, TD Bank and Valley Health System; Via Zoom
 - 15 YPN Workshop; Sponsored by TD Bank and Valley Health System; Via Zoom
 - 21 WIBI; Sponsored by Good Samaritan Hospital, TD Bank and Valley Health System; Via Zoom
 - 27 Tuesday Trivia; Sponsor: LB Entertainment; Via Zoom
 - 29 Lunch & Learn; Via Zoom

**Sponsorships still available. Please inquire at the office. All dates and events are subject to change. Please visit mrcc.biz for up-to-date information and to register for all events.*

PRINT BIG



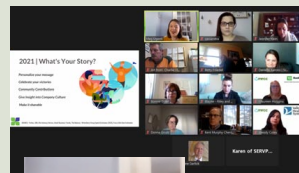
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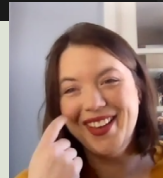
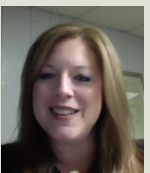
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VIRTUAL EVENTS



Right: On November 19, Brook Tateossian, The Suburban Concierge, spoke on 'Tips for the Holidays During COVID Times'



Left: The January Lunch & Learn was presented by Meg Ugenti of Focus USA. Meg spoke on data driven decisions for marketing plans, 'Leaning into 2021 with Learnings from 2020' and how storytelling impacts performance marketing.



Right: In November we had a virtual Business Card Exchange. Attendees learned tips on "how to make a great elevator pitch" by Jean Terman of Jean Terman Photography

WELCOMES NEW MEMBERS



MRCC welcomes these new members and invites you to visit them at mrcc.biz

Promenade; Chestnut Ridge

Promenade; Tuxedo Park

Promenade at Blue Hill; Pearl River

Lakeland Laboratory Inc.; Mahwah

One Infinity Technology; Nanuet

Pearl River Industrial Terminal, Inc.; Pearl River

H Grant Designs; Glen Rock

Effective January 19, 2021

Open Heart Creative | Donna Gould

Behind every business is a story. And sharing that story is the key to building a successful brand. As a brand storyteller and owner of Open Heart Creative, Donna helps business owners discover the best possible words to communicate with their audience about what they do – and why it matters. From websites, email campaigns and e-books to newsletters, blogs and bios, she enjoys working closely with clients to create marketing content that is clear, concise and compelling. Donna has served as a volunteer on the planning committee for MRCC's Business Growth Conference and been actively involved in the Marketing Committee since 2018.



A passionate advocate for the empowerment of women and girls, she also is proud to support the professional growth of working women as a member of the leadership team for WIBI, the Women in Business Initiative. Connect with Donna at donna@openheartcreative.com or visit <http://www.openheartcreative.com/>.

Perfectly Kneaded Bodywork Studio & Spa | Ellen Levine, LMT

Ellen Levine, LMT is the owner of Perfectly Kneaded Bodywork Studio & Spa in Glen Rock, N.J. Since starting her business in September of 2014, Ellen has created a warm, cozy three-room suite where clients are treated to a nurturing, rejuvenating, and healing experience in an oasis of calm and quiet.



Perfectly Kneaded specializes in customized bodywork and specialty services in a friendly, down-to-earth atmosphere. Ellen and her team of experienced practitioners believe that all massages and treatments should be therapeutic, as well as relaxing. They focus on each client's comfort and unique health and wellness needs, creating highly personalized treatments including individual and couples' massages, Reiki, facials, eyelash extensions, and more.

Ellen is an active member of the MRCC, including attending the Women's (WIBI) and Young Professionals groups regularly.

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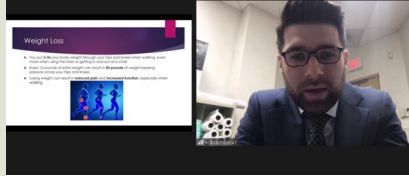
HITCH-A-RIDE in MRCC's Quarterly Mailer

We'll send your promotional
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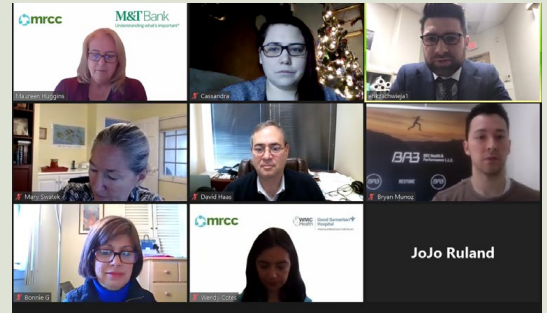
2021 Flyer deadlines:
April 20 • July 20 • October 19



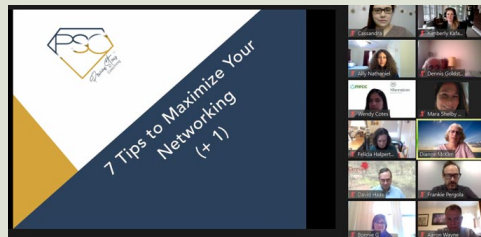
MRCC EVENTS



On December 10, we had the pleasure of having Dr. Erik C. Zachwieja, Orthopedic Surgery at Garden State Orthopedic Associates, talk at our Lunch & Learn. He spoke on Hip & Knee Osteoarthritis and informed us of non-operative and operative treatments and recovery.



At January's Business Card Exchange, attendees learned the 7-Tips to Maximize Your Networking (+1) from Diane McKim of Precious Stones Coaching.



Dedicated Pediatric Services

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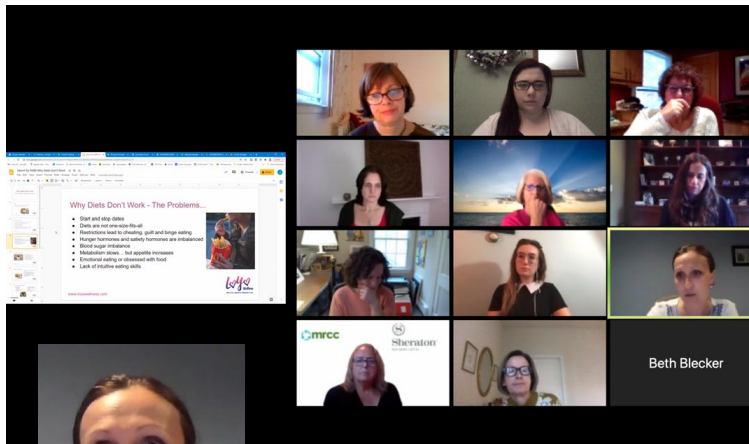
at Good Samaritan Hospital
Emergency Department

Emergencies don't wait, and neither should your child.
Be seen by a provider within 30 minutes of registration in
our Emergency Department.

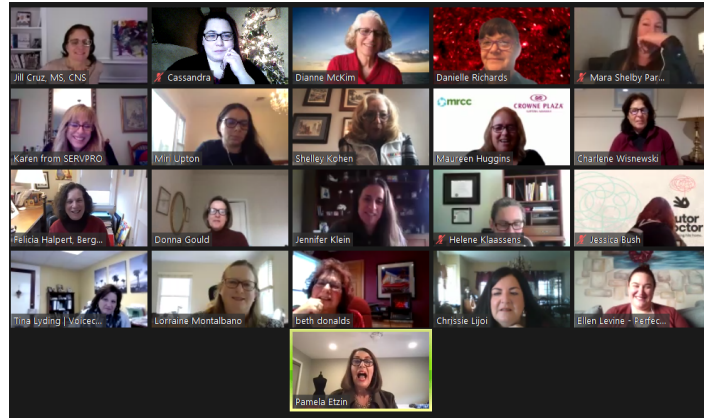


Good Samaritan
Hospital

Westchester Medical Center Health Network

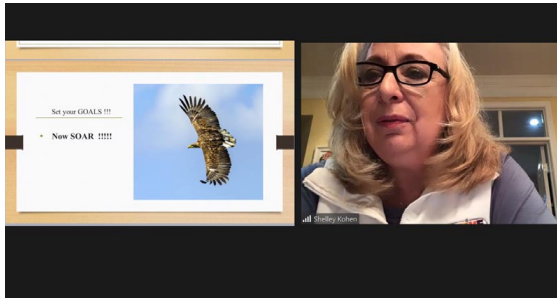


WIBI continues strong virtually!



Featured speaker of November, Holistic Nutritionist and Life Coach Jessica Kishpaugh, of LoyYo Wellness, shared her expertise on why diets don't work from an emotional and physical standpoint. She offered helpful strategies for healthy and sustainable weight loss, and tips on how to make peace with food.

While December's Annual WIBI Holiday Breakfast was virtual this year, that did not stop the WIBI ladies from having fun, laughs, and cheers while networking and playing games!



Starting off January 2021 WIBI was a presentation by Shelley Kohen Frank of Creative Solutions explained how goal-setting is still as important as ever, even if the face of COVID-19 limitations. Attendees learned to create a clear vision for what they want to achieve, set SMART goals and commit to achieving these goals in order to steer business growth!



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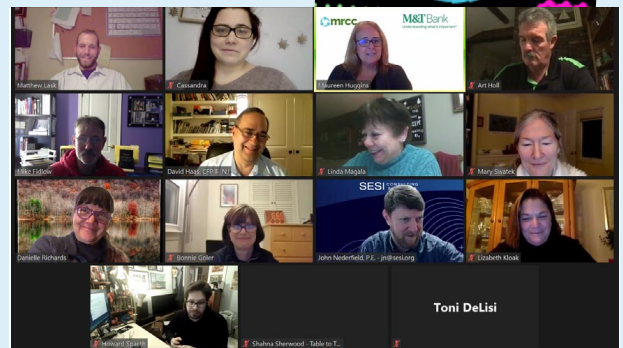
SMART CHOICE.
SMART INVESTMENT.
SMART CHILD.



OMNI

Our OMNI group continues to have Tuesday Trivia each month, breaking out into groups and becoming very competitive!

Celebrate Mardi Gras with a special Trivia Tuesday on February 16.



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CITIZEN OF THE YEAR

Donna Johns

As a longstanding, active member of the MRCC, Donna Johns has given her time to our organization in many ways. She has served on the Golf Committee, Taste of the Region Committee, the Scholarship Program Committee, and the Marketing Committee, and is a member of the Women in Business Initiative (WIBI). As a member of the Marketing Committee Donna maintained the MRCC website for three years, being an integral part of the first site overhaul and spearheading the second upgrade to it. In 2018 and 2019 she was a member of the Business Growth Conference Committee,

branding the event, designing all the marketing materials and maintaining the conference web pages, and in 2020, she was Chairperson for the Conference. In addition, from 2019 to December



2020, Donna was on the WIBI Leadership Committee handling all the Marketing and PR for the group. And if there is a general need for volunteers or contributions outside of her committees, she doesn't hesitate to raise her hand!

Donna is also a member of other organizations such as Habitat for Humanity, the ASPCA, and Women United in Philanthropy (WUIP) where she is the liaison between WUIP and the Center for Hope and Safety. She's also an active supporter of the River Phoenix Center for Peacebuilding, where she contributes both marketing time and expertise as well as financial support. Additionally, each year her company participates in holiday giving, most recently a toy drive for the Paterson Toy Sale, and providing A Christmas morning experience to individuals in need through the Bergen County Volunteers All Wrapped Up Program.

In 2021 Donna will participate in the NJ Advance Media's Mentoring Monday, providing advice and expertise to women facing career dilemmas and employment issues. Donna is also a supporter of many of the local food pantries, giving whenever and however she can.



COMPANY OF THE YEAR

Brainstorm Tutoring

BrainStorm has a 15-year history of contributing significantly to the community. It has long run a BOGO campaign: Buy One package of tutoring/college coaching & we Give One to a family in need. We have donated free tutoring services to students across 5 continents.

During the 2020 pandemic crisis, BrainStorm noticed that a significant issue had arisen in the education community: students around NJ and beyond were forced to stay home to do school, but thousands of them did not have the necessary technology (laptops & WiFi) to participate. As a result, the already significant opportunity gap between affluent & impoverished communities increased almost overnight.

To address this issue, Scott Doty of BrainStorm ran an impassioned campaign over the course of several weeks to raise awareness about the issue. He launched a gofundme campaign in which he pledged to match all donations for a fundraiser for laptops for the students of Paterson. In addition to raising/donating over \$10,000, Doty also procured more than 30 laptops to be donated by Microsoft. In all, Doty and BrainStorm's efforts were enough to provide over 100 computers to their partner in Paterson, Oasis, which has since disseminated the technology across the city to deserving families.

In a time of uncertainty and educational inequity, BrainStorm went above & beyond to contribute to the long-term wellness of local citizens.

Oasis: "Thank you for all your support over these last years and ESPECIALLY over these last months. We wouldn't be able to deliver virtual instruction without your donation; literally. Thank you for coming to our rescue and sharing my vision. Blessed to have you as a partner in education and social responsibility."

ORGANIZATION OF THE YEAR

West Bergen Mental Healthcare

West Bergen Mental Healthcare, Inc., established in 1963 as a 501(c)(3) non-profit organization, is recognized as a leading provider of mental healthcare services in northern New Jersey, and has been steadfast in its mission to provide quality, accessible, affordable mental health services to individuals of all ages.

West Bergen's services include a series of specialized programs that are provided to both children and young adults including anxiety disorders, attention deficit hyperactivity disorders, autism, bipolar disorders, depression, divorce, family counseling, individual therapeutic services, LGBTQ issues, schizophrenia and suicide. In addition, we provide a number of free, community based support programs such as trauma response services, depression and anxiety workshops, and most recently, COVID-19 support services which include a free, community warmline for healthcare workers, educators and any community member who is struggling with anxiety.

Our trained, skilled therapeutic team also provides services to chronically mentally ill adults. We manage 10 residential programs that offer various levels of care. This care includes day care programs that provide opportunities for social skills enhancement, art/music therapy, group therapy sessions and medication management.



West Bergen is extremely proud of our tradition of accepting all clients who come to us for mental health assistance. To ensure that income limitations do not become a barrier to treatment, we offer a sliding scale, reduced fee option to those who qualify.

Serving over 4,000 individuals annually, we have recently expanded our services to provide 8 Bergen County public school districts with onsite, mental health specialists.

For more information, please visit www.westbergen.org.

**MRCC
Board of Directors**

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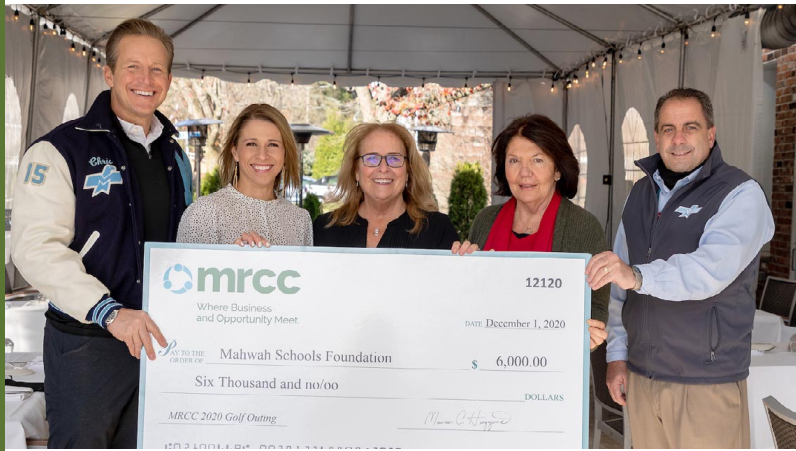
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Deborah Schaub
C&B Accounting

Sara Subramanian
Sheraton Mahwah Hotel
Community Relations VP

Miri Upton
Synergia Financial
Membership AVP

MRCC GIVES BACK



Mahwah Schools Foundation
From l to r, Chris Wragge, CBS 2 News Anchor; Jamie Brisby, MSF President; Maureen Huggins, MRCC Executive Director; Debbie Richin, MRCC Golf Chair; and Roger Pelletier, MHS Athletic Director



John F. Carty Memorial Scholarship
From l to r, Chris Wragge, CBS 2 News Anchor; Maureen Huggins, MRCC Executive Director; Debbie Richin, MRCC Golf Chair; and Roger Remo, John F. Carty Memorial Scholarship



MRCC's 2020 YPN Community Outreach raised over \$1000 to donate goods to Meals on Wheels North Jersey. A special thanks goes out to our Young Professionals along with Lakeland Bank, promarkdirect, inc, Visions Federal Credit Union, Business Doctor of North Jersey, Greater Ramsey UNICO, and Meyerson, Fox, Mancinelli & Conte, P.A.



29TH ANNUAL
**GOLF
OUTING
& HUMANITARIAN
DINNER**

**CLICK HERE
TO SEE A VIDEO OF
THE GOLF OUTING**

The MRCC is pleased to share the success of its annual Golf Outing and Humanitarian Dinner, held Tuesday, September 15 at New York Country Club in Spring Valley, New York.

Despite the current pandemic, a record number of golfers participated in the event. Extreme precautions were taken to ensure everyone's safety and comfort, including social distancing and all dining on outside patios. The annual outing honored Chris Wragge, CBS2 News Anchor. Wragge spoke during the dinner portion of the event, expressing how much he - and the additional golfers he personally recruited - enjoyed the day.

Revenues were only slightly down from previous years, allowing for a total of \$12,000 in proceeds to be split evenly among the event's two charity partners, the Mahwah Schools Foundation and the John F. Carty Memorial Scholarship.

"Amazingly, we were able to make up for less sponsors through golf player revenue and our fantastic live auction, and we want to thank everyone for all the support," said Deborah Richin, who serves on the Board of Directors Golf VP for MRCC. "We honestly did not think we could generate the kind of revenue we did given the circumstances, and we couldn't be happier with how things worked out."

This year marked the Golf Outing's twenty-ninth year, and the Chamber looks forward to the thirtieth annual event already scheduled for Tuesday, September 14, 2021.

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